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SELLING TALKS ON SPRING BOOKS

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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No. 15

VICTORIOUS

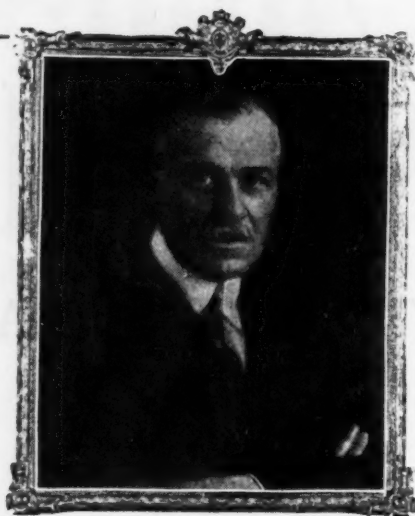
by
REGINALD WRIGHT KAUFFMAN



Victorious is a big novel. It covers the war at home and abroad in more phases *than any one has ever dared to attempt* and does it through the medium of an intensely interesting love story

N.B.—*Victorious* has never been published serially

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MOONLIGHT over the Bosphorus—an intrigue aboard an American yacht in the harbor of Constantinople. *Moonlight in Paris*—a girl and man dancing on a dew-drenched lawn. *Moonlight in New York*, in the lean War years—an artist's studio, a party gay with love and laughter—and a one-eyed man hovering in the darkened recesses of the court-yard. There is youth and life and happiness along the moonlit way and yet the path is not always silver for the two glorious heroines. Nihla Quellen, dancer and beauty, is constantly enmeshed in a net of intrigue, with spies and secret service men plotting against her. Sweet little Dulcie Soane finds herself more than once in a whirl of excitement. And for Garrett Barrés, New York artist, the moonlit way is one long street of adventure and romance.

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D. Appleton & Company, Publishers, New York

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Extracts from a front page review in
the New York Times Review of Books

IN the course of a twelvemonth or so there usually appear a number of novels which are more or less enjoyable, and a few that are decidedly admirable, but only very, very occasionally does one come across a book for which one feels inclined to give devout and humble and hearty thanks. Such a book as this is J. C. Snaith's new novel "The Unde-
feated." It is a novel, not of war but of wartime, showing the effects of the war, from the early fateful days of August, 1914, to that solemnly joyful Sunday in November, 1918, when a service of Thanksgiving was held in the little parish church at Dabney, in which a certain small group of people, old and young and middle-aged, participated.

An absorbingly interesting book, is one which will bear rereading. It is distinctly a big novel—a book of vision and of understanding, of truth and beauty, realism at its best and finest, embellished throughout with the added charm of a humor never bitter and never forced, but always sweet and whimsical and sympathetic and sane. Mr. Snaith has written several worthwhile novels, but never one to equal this tale of "The Undefeated."

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There have been constant requests for Mr. Noyes' recent poems in permanent form. This collection includes his great war poem, "The Avenue of the Allies," and such other poems as "Princeton, 1917," "Kilmeny," "The Phantom Fleet," "The Vindictive," etc.

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The same irresistible charm and sympathy that made BOBBIE, GENERAL MANAGER, one of the most popular books of its year distinguishes this volume of vital American short stories. The N. Y. *Tribune* says, "Mrs. Prouty has a fine gift of realism. . . . It is a comfort to have people write so cleanly, so lucidly, so naturally, and to make wholesome tales of human life as interesting as life itself should always be." *Cloth, 12mo, net \$1.40.*

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Publishers FREDERICK A. STOKES COMPANY New York



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“1914”

By Field Marshal Viscount French

Introduction by Maréchal Foch

Ever since the signing of the Armistice the world has been waiting for the real facts of the war. It is with particular pleasure therefore, that we announce the publication of Field Marshal French's complete and authoritative account of the operations of the British armies under his command during 1914, including the famous retreat from Mons, the battles of the Marne and Aisne, the siege and fall of Antwerp, and the first Battle of Ypres during which the original B. E. F. died almost to a man.

Field-Marshal French is a frank and vigorous writer, and his narrative is most readable throughout. As one of the first volumes of indisputably permanent historic value to emerge from the conflict, “1914” promises to take its place as perhaps the most important war book of 1919.

With photogravure and large maps, \$6.00 net

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Boston

HOUGHTON MIFFLIN COMPANY

New York

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BERTA RUCK has never written a brighter romance than this. It even equals "His Official Fiancee" which is now in its *SIXTEENTH EDITION.* \$1.50

The Fire of Green Boughs

Reviewers hail this as one of the really first rate novels of the season and a worthy successor to the author's first book, "The Light Above the Cross Roads," which is now in the *NINTH EDITION.* Jacket and frontispiece in color by C. Allan Gilbert. \$1.60

Publishers **DODD, MEAD & COMPANY** *New York*

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 12, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Canadian Copyright Bill

THE situation of copyright in Canada, previous to the war, had been generally admitted to be "confusion worse confounded," and no clear statement could be made by the best Canadian copyright authorities as to what the admixture of Imperial and Dominion legislation really meant or required. In 1911 a copyright code was introduced into the Canadian parliament (the full text of which is given in "Copyright—Its History and Its Law" p. 555-579), including a stringent manufacturing clause and other restrictive provisions, which it is understood could not obtain Imperial sanction. Just before war was thrust upon Great Britain, another copyright measure had been partly shaped, but after the declaration all the energy of the Parliament and of Canada had to be concentrated on the splendid work the Dominion was doing to help win the war.

The war is no sooner over than Canada resumes her activities of peace, and one of the first proofs is the copyright measure presented last week at Ottawa, which was received in New York on Friday and was printed as a supplement to Saturday's issue of the PUBLISHERS' WEEKLY.

Canadian legislation will fill the most important gap in the world-wide copyright scheme, the other important need, aside from the entrance of our own country into the International Copyright Union, being that of Argentina into the Pan-American Union under the Buenos Aires Convention of 1910, which is at present under consideration.

Canada has had two main alternatives for copyright legislation with a compromise between them as a third. The first was the adoption of the Imperial act of 1911, which would give Canadian authors copyright thruout the British Empire and the International Copyright Union, as was done by Newfoundland actually before the passage of the Imperial Act. Or she might adopt an entirely distinctive measure of her own, which would not range with Brit-

ish legislation and would leave her outside the pale, as would have been the case had the proposed code of 1911 been adopted. What she has now done is to adopt the middle course of accepting the text of the Imperial code with modifications, instead of adopting it as such, in close conformity with the precedent of Australia, whose legislation we believe brings it fully in line with the Imperial code.

The phraseology is almost the same thruout, the notable exception being that the British Privy Council and Board of Trade are replaced by the Governor General's Council as the judicial and administrative body, and that registration of copyright is made optional, while it is not provided for in the British Code. But tho the phraseology is the same, the circumstances of local application make the application of the phraseology somewhat doubtful, the Canadian authors and publishers are apparently in some trepidation lest the bill should be found to jeopardise Imperial and foreign rights while making clear the rights within Canada. This is a question of close and careful legal interpretation, and we do not feel warranted in passing judgment upon it until the legal gentlemen have had their say.

Of course, the copyright relations between the United States and Canada are of prime importance, perhaps of more importance than the relations between Great Britain and the Dominion. It seems at first reading that the phraseology of the British act, as applicable in Canada, might automatically put into operation in Canada the manufacturing clause of our own copyright act, but this proves not to be the fact. Such a course would be bad for Canada, because her market is scarcely sufficient to justify re-manufacture, even if it were otherwise advisable, and experience here has not shown that it is advisable, even in the narrowest sense of the interest in the Typographical Unions. In fact, the authorities of the Typographical Unions have recently been giving friendly consideration to the evidence brought forward by the Authors' League that the manufacturing clause has benefited nobody, and there is some hope that a copyright amendment, abolishing the manufacturing restriction, may be brought forward at the extra session of Congress, with the consent of all concerned. It is gratifying that this movement has started without reference to possibilities of Canadian reciprocity against us. But against such

action on the part of Canada the book interests of the United States, from authors to printers, could scarcely in fairness have objected, and that problem Canada must work out for herself thru Orders in Council. We hope earnestly that the Dominion may set us a good example, instead of following our narrow precedent.

The hitch in Canadian legislation before the war had been in the unwillingness of the Imperial government to sanction certain legislation proposed in and for Canada. This bill is unlikely to meet with objection, but it is not yet clear that it would meet the wishes of the Canadians themselves, as well as a straight adoption of the British code, which it is understood some Canadian interests are urging.

We wish for our sister nation across the imaginary border the speedy adoption of such legislation as will best serve her own interests and the world of letters, the United States included.

The Hearing on Canadian Copyright

A SPECIAL dispatch from Toronto received on Friday states that the outcome of the hearing held in Ottawa on Tuesday before the Senate Committee seemed favorable to those who opposed the inclusion of any manufacturing clause in connection with the new Canadian Copyright Act.

This proposed act was printed as a supplement to the PUBLISHERS' WEEKLY of April 5th and is discussed editorially above.

The Master Printers, appearing with a large delegation, argued at the hearing for an application of a manufacturing condition to apply to all authors, but the senators expressed disapproval of this as it would place Canada outside the Berne Convention.

Mr. Gundy of the Oxford Press and Mr. Wise of The Macmillan Co. of Canada appeared to urge the interests of Canadian authors, arguing that copyright should seek first to safeguard the interests of authors before considering publisher or printer.

The committee gave the impression that nothing would be done to prejudice the interests of the authors and this will probably mean no inclusion of a manufacturing clause.

A RECIPE FOR BOOKSELLERS.—*To each pound of invested capital, add several ounces of bookkeeping, a generous quantity of service, a goodly portion of advertising, and a great big dash of enthusiasm. Then stir.*

Co-operative Book Trade Efforts

Mr. John Cotton Dana has done so much to stimulate new methods of book distribution and has labored so unceasingly in the fields of experiment that the book-trade will take special interest in his further discussion of the bookselling situation which appears in this issue.

There is one thought, however, that will immediately come to the minds of those who have been closely associated with book-trade history of the last few years. Mr. Dana is right in saying that *all* co-operation between publisher, jobber and retailer is not forbidden by law yet it is true that fully organized and complete co-operation has been proscribed.

The attempt of the American Publishers' Association to uphold the system of net prices in retail bookselling was a finely altruistic effort to better bookstore conditions. It won a moral victory, as the net system has become the almost universal custom of the country but it won this at an expense of over a quarter million dollars thru the Sherman law suit, and the Association was of necessity disbanded.

Undaunted by this the publishers organized the Publishers' Co-operative Bureau to undertake general book publicity and book exhibits, and to carry forward other plans to help the retailer. This was most certainly outside of the scope of the Sherman law but another and unexpected legal hindrance developed, one that would be encountered in no other line of business.

Three of the largest publishing houses felt obliged to refuse their assistance in the effort, because in the sale of school books there are some states, such as Texas, that require from a firm competing for an adoption in text-books, an affidavit stating that they are members of no trade organization whatsoever.

For part of the publishers to bear the expense of efforts that were in their nature of equal benefit to all publishers was more than could be expected and the Bureau was discontinued. The country has to pay a heavy price in the disorganization that has to exist under the present legislative distrust of all organizations and the book-trade has been especially a sufferer and particularly needs the relief that would come from a new government attitude toward healthy co-operative efforts.

Some years ago Mr. John Lane launched an English edition of the works of Anatole France, edited by the late Frederick Chapman. The appearance of the edition has, naturally, been more or less interrupted by the war, but it has now been learned that, the road being clear, Mr. Lane is again going on with his task. The demand for the volumes so far published has been large and when the edition is complete it should find a place in most libraries.

GUESS AGAIN

Season's Surprises in Literature as Shown by Publishers' Statements

Every bookseller at one time or another longs for information in regard to "best sellers" and the most popular novels of the season, and wishes he could learn first-hand from the publishers themselves something definite about the surprises and disappointments of the publishing year. An interesting experiment recently undertaken by the editor of "Books and the Book World" (New York *Sun*) brought forth a group of answers bearing directly on the subject,—answers which in many instances were eye-openers, causing the reader to gasp with astonishment, and in all cases were valuable for the direct, candid news which they gave. A general letter was sent to American publishers and in answer to the three pertinent questions:

1. Of the books published by you in the last twelve months, which, all things considered, was the best seller?

2. What strong book did the public rather overlook?

3. What publication seemed to overturn bookselling precedents?
the following replies were received. They were published in the *Sun* of April 6th and are of real benefit and interest not only to the trade, but to the public as well, who in this way get a glimpse behind the scenes in book publishing.

BOBBS-MERRIL CO.

1. How to Know the Bible by Dean Hodges.
2. With Three Armies by Arthur Stanley Riggs.

W. J. WATT & CO.

1. The Devil's Cradle by C. Sidgwick.
2. A Blue Devil of France by G. P. Capart.

BONI & LIVERIGHT

1. The Prestons by Mary Heaton Vorse.
2. Men in War by Andreas Latzko.
3. Free and Other Stories by Theodore Dreiser.

DODD, MEAD & CO.

1. America in France by Col. Frederick Palmer.
2. Mockery by Alexander MacFarlan.

GEORGE H. DORAN CO.

1. The Amazing Interlude by Mary Roberts Rinehart.
2. Secret Bread by F. Tennyson Jesse.
3. Walking-Stick Papers by Robert Cortes Holliday.

DOUBLEDAY, PAGE & CO.

1. { A Daughter of the Land by Gene Stratton Porter.
The Magnificent Ambersons by Booth Tarkington.
2. { The Holy City by Selma Lagerlöf.
Gentlemen at Arms by "Centurion" (Capt. J. H. Morgan).

3. { Ambassador Morgenthau's Story by Henry Morgenthau.
Cavalry of the Clouds by Capt. Alan Bott.

HARPER & BROS.

1. The U. P. Trail by Zane Grey.
2. The Seven Purposes by Margaret Cameron.

HOUGHTON MIFFLIN CO.

1. Oh! Money, Money by Eleanor H. Porter.
The Education of Henry Adams by H. Adams.
2. The Caravan Man by Ernest Goodwin.
3. The Education of Henry Adams by H. Adams.

MARSHALL JONES CO.

1. The Letters of Susan Hale by S. Hale.
2. The Eastern Window by S. Williams.
3. Nemesis of Mediocrity by Ralph Adams Cram.

ALFRED A. KNOPF

1. Java Head by Joseph Hergesheimer.
2. The Three Cornered Hat (translated from the Spanish of Alarcon).

SMALL, MAYNARD & CO.

1. From Baseball to Boches by H. C. Wither.
2. The Whirlwind by Edna Worthley Underwood.
3. Best Short Stories of 1918 by Edward J. O'Brien.

JOHN LANE CO.

1. The Rough Road by W. J. Locke.
2. Towards Morning by Ida A. R. Wylie.

MOFFAT, YARD & CO.

1. Guynemer, The Ace of Aces by Jacques Mortane.
2. The World to Live In by W. Carey Wonderly.
3. The Great Hunger by Johan Bojer.

MACMILLAN CO.

1. { In the Heart of a Fool by W. A. White.
Joan and Peter by H. G. Wells.
2. Birth by Zona Gale.
3. Changing Winds by St. John Ervine.

REILLY & LEE CO.

1. Billy and the Major by Emma Speed Sampson.
2. Abraham Lincoln as a Man of Letters by Prof. L. E. Robinson.

3. { A. Heap o' Livin' }
Just Folks } by Edgar A. Guest
Over Here }

FREDERICK A. STOKES CO.

1. Dere Mable by Edward Streeter.
2. Yashka by Maria Botchkareva.

CHARLES SCRIBNER'S SONS

1. Simple Souls by John Hastings Turner.
2. Petrograd Since the Revolution by Muriel Buchanan.
3. In the Wilds of South America by Leo E. Miller.

Annual Meeting of the Authors' League

The Authors' League of America held its annual meeting on Tuesday afternoon, April 8th, at Sherry's preceding the dinner, which was one of the last at that famous restaurant previous to its surrender of the present building. There was a goodly and representative attendance of about one hundred members. The chair was taken on motion by Leroy Scott, chairman of the Executive Council, the secretary of the League, Eric Schuler, acting as secretary of the meeting. The nominating committee nominated as members of the Executive Council for the term of six years ending 1925: Irvin Cobb, Joseph Hergesheimer, Will Irwin, J. Hartley Manners, Harvey O'Higgins, Channing Pollock, Mary Roberts Rinehart, Leroy Scott, Stewart Edward White and Harry Leon Wilson, and in lack of other nominations, the secretary was authorized to cast one ballot for the members not in attendance, to be counted in connection with the proxies.

The secretary reported that there were now about sixteen hundred members of the League, the stringency of the past years, which had been the worst for authorship in many years, having somewhat reduced the membership. The treasurer reported a deficit of about \$2000 of assets to meet liabilities, but the advance payment of an equivalent amount by members of the League bridged the gap. For purposes of economy, the office of the League has been removed to 41 Union Square, and the office staff curtailed. The secretary reported further on the activities of the year, with reference to a standardized contract, as to which it had been determined to draft one applying exclusively to book rights. He also reported on copyright legislation and stated that substantial progress had been made thru a committee of the League with the authorities of the Typographical Unions toward the repeal of the manufacturing clause.

The Executive Council was represented chiefly by a report of the sub-committee on program, presented by Ellis Parker Butler, which proposed a wide extension of the activities of the League, particularly recommending a monthly conference in New York, at which distinguished authors should be invited to speak, and also a system of state organization by chapters, inclusive of local clubs, the members of which need not be members of the Authors' League. It also recommended the extension and development of the *Bulletin* of the League into a more substantial periodical; this formed the chief topic of discussion by the members present, who, at the close of the meeting, authorized the budget committee to appropriate \$2 out of the \$10 dues toward the *Bulletin* tho it proved that this would not be a very considerable advance on present expenditures. Burges Johnson, who had stated that he had acted as editor for a whole month, presented various alternatives for the development of the periodical and emphasized the

need of an editor whose time should be given largely to the work. The program committee proposed also the promotion of a similar Authors' League in Canada, but it was suggested that a better course might be to follow the precedent of the American Library Association, which included Canadian members and provincial organizations, corresponding to our state organizations, and this suggestion was commended by vote to the Executive Council.

In the evening a great dinner, with nearly seven hundred guests, was given in the ballroom of Sherry's, at which Frank Crowinshield acted as toastmaster. A large proportion of those distinguished in American authorship and in dramatic circles was present, and among the speakers were A. E. Thomas, the playwright; Mme. Alma Gluck Zimbalist, Stephen Leacock, Julia Arthur, Philip Gibbs, and others well known in the world of letters.

You'll Enjoy Boston

The Boston Convention Committee is Sending Out This Letter to the Book-Trade

Don't miss the Nineteenth Annual Convention of the American Booksellers' Association at the Copley-Plaza Hotel, Tuesday, Wednesday and Thursday, May 13, 14 and 15.

Examine the enclosed booklet and note the places of local interest. There is no other American city with such a wealth of good things to see and do. If you are interested in history, here are the shrines where American history was made: Faneuil Hall, the birthplace of Liberty; the Old North Church, where Paul Revere hung his lantern; Lexington, the scene of the first battle of the Revolution; Concord, filled with literary and historical traditions; Salem, the city of witches—all these places are in or near Boston, and special excursions to the most interesting have been arranged.

Then there are the nearby beaches, and the trips down the harbor to the famous seaside resorts and the picturesque old fishing towns. You can spend days of pure pleasure in sight-seeing. Don't go home when the convention ends, but stay on and give yourself and your family a real vacation. It's a chance of a lifetime to see old New England.

Don't forget to make your hotel reservations early. The rates of the best ones in the convention district are given on the enclosed card. Apply direct to the hotel for rooms. The Copley-Plaza will be headquarters and the banquet there on the evening of May 15th will be a record breaker.

We'll tell you later about the elaborate plans of the entertainment committee to keep you from being homesick and the notable reconstruction program of the convention, where vital problems of interest to all booksellers will be discussed. But don't wait for that. Decide now to come. There's a hearty welcome and a genuine good time awaiting you here.

MR. DANA SUPPORTS HIS ARGUMENT FOR WIDER DISPLAY OF BOOKS

Public Library, Newark, N. J.,
April 2, 1919.

Editor, PUBLISHERS' WEEKLY:

On my note on bookselling in *Printers' Ink* of Feb. 27, which you were kind enough to reprint, on March 8, several comments have been made. As some of these comments appeared in the PUBLISHERS' WEEKLY, can you give me space for a few words in return?

J. E. Hanson criticizes publishers' methods in advertising. His remarks indicate that he does not read many book advertisements. He advises pushing in ads. the books that sell. Publishers do this. He advises making much of authors in advertising. Publishers do this. He advises that much space be given to talk about why the public should buy books. Publishers do this. Indeed it is doubtful if Mr. Hanson makes a single suggestion that has not been carried out by publishers, often to an end quite unpleasant to readers of book ads., and probably quite bitter to those who pay the bills. In Chicago alone in four dailies, in two months of this year, appeared over 40,000 lines of book ads. from 49 different publishers. And in addition to these paid-for lines the same four papers published many columns of free notices of books and authors. Let any interested ad. man inspect all the book advertising that is now done in this country in dailies, weeklies, monthlies and in and by slips, cards, leaflets and pamphlets—and of these latter my library alone receives thousands every year,—and he will find that this advertising covers all the ways of book-pushing that he has ever thought of,—and a great many he never thought of!

No, the trouble with the book business does not lie in the failure to advertise by any and all of the methods known to advertising men.

Mr. C. W. Burrows, long a book publisher in Cleveland and now president of the National One Cent Letter Postage Association, writes me that the whole industry of producing and marketing good books has been killed by the growth of periodical literature with its almost free distribution. He may be right; I mentioned this anti-book-buying factor in my first note, and said then, and must again repeat, that I cannot believe that our failure to buy books is due to this course alone, or even chiefly. In any event, I doubt if book-publishers can change this custom. It is too firmly entrenched in the pockets of magazine makers and advertisers and in the habits of millions of readers to make its overthrow possible.

Mr. F. A. Stokes, in the PUBLISHERS' WEEKLY for March 8, said I failed to call attention to the advantages the magazine-seller has over the book-producer in almost free transportation and in the support given by advertisers. I did hint at these factors: and could do little more than hint in my short note. He goes on to say that it is the retailer of socks and shirts who lets the buyer "see the goods," and

that the retailer buys outright with no return privileges. Quite true, I suppose, in most cases. But, if conditions of trade permit seeing the goods by buyers of socks and shirts without returnable privileges to retailers, that is no reason for refusing returnable privileges to booksellers to the end that book-buyers may also see the goods. The conditions and the goods themselves are very different and books must be seen by prospective buyers, just as must socks. He adds that peculiar conditions in Germany have made the "on sale" custom helpful there; but that like conditions, of close harmony between publishers, jobbers and retailers, do not obtain here. In so far as he is correct as to the latter statement, are not the publishers chiefly at fault? And is it true that all action to promote bookselling taken up jointly by publishers, jobbers and booksellers is forbidden by the laws of this country? Surely not. He adds also the statement that "on sales" experiments have brought in certain abuses and much waste of material and labor. I doubt if he would claim that these disadvantages would outweigh the advantages of a general movement, among all who are concerned in book-distribution, to promote that distribution by the establishment of bookstores and of the seeing-the-goods habit.

As I said in my first note, the subject is a large one and can be discussed in a very small way only in a short note. But, whatever may be the other factors acting against the growth of book-selling, one surely is this,—that to a handful only of possible book-buyers is it given to "see the goods."

Let me add that ours is not a studious nation. Newspapers and journals are all that most of us ever want; and of these our forty to fifty million possible readers are not, after all, very great consumers. We are adapted by nature, training and pressure of affairs for the kind of printed stuff we get,—and so we get it; and we are quite pleased that our postal laws carry it so cheaply and enable us to consume freely, as part of the stuff we like, the advertisements which we find to be largely news and which certainly lower the cost of distribution. Our schools are poor because we do not pay enough to induce good brains to work in them. Our normal schools, colleges and universities are in like case. Our output of print fits like a glove the demands we make on it. Nobody has imposed on us the habit of distributing at public expense low grade periodical literature. That distribution is just what we want,—get it and we stick to it. Meanwhile, we take in large degree, such products of learning and scholarship as we find we need from European countries.

These facts are known, and so are the facts which preceded them and make them seem quite inevitable. How can good books—fiction travels by itself or gets carried in our free-ride journals—be written, published and

sold in our country when so few want them? Publishers are trying to find out. The recent crop of new ones perhaps indicates that many think there is money in the business! In my opinion it indicates rather that an increasing percentage of our population, always to be a small percentage, likes to spend its life in handling printed ideas, to be publishing things. This means that the number of publishers, who are in the business because they love it, is steadily increasing. I have faith to believe that before long they will all join hands, and then will unite with their own jobbers and retailers, and then with all our educational agencies, and so help to hasten the present slow growth of the habit of buying, and reading, and studying good books.

J. C. DANA.

Expansion of the Scout Movement

A progressive campaign for the expansion of the Boy Scout movement is being planned by leaders of the organization, and at the ninth annual meeting of the Boy Scouts of America, held recently in New York City, the keynote of interest centered on this phase of the work. In response to an urgent appeal on behalf of the National Council, William G. McAdoo has agreed to head the movement for expansion. In his letter of acceptance something of the spirit which has made the organization such a driving force for good in the community life of the youth of our nation is shown.

"The Boy Scouts organization has rendered such great service to the country by inculcating in our boys the highest conceptions of American citizenship and duty, and the Boy Scouts have done such splendid work in connection with the Liberty Loan and other war activities, that I am glad to accept your invitation to become chairman of the movement to strengthen this organization."

W. G. McAdoo.

To Quote Clement K. Shorter

"The firm of Hodder & Stoughton when I first knew it was primarily the publishers of the Congregational hymn-book on commission. This and sundry religious books of a rigidly evangelical character made up its stock in trade. But nothing amuses me more than the secularization of those firms of publishers whose books added torture to my boyhood. I am reminded of this change—due, no doubt, to the great publishing ability of the present head of Hodder & Stoughton, Mr. Ernest Hodder Williams—by reading a book issued by the firm, 'The Great Hunger,' by Johan Bojer. It is a modern version of the Book of Job, translated into a latter-day environment in the terms of a wise paganism. The Book of Job as Froude saw it was a fine piece of transcendental Theism. Bojer's book is less—ininitely less—as literature and poetry, but is sounder in its philosophy of life."

Recommend Changes in Our Anti-trust Laws

Publishers who were members of the ill-fated but altruistic American Publishers' Association will be interested to learn that the Chamber of Commerce of the United States is recommending a reconsideration by Congress of all anti-trust legislation. As a result of a referendum vote of the business interests of the country, it has been found that trade and commercial organizations are calling for a restatement of anti-trust legislation in a form that will be at once clear and comprehensive. As things now stand there is an accumulation of twenty or more statutes resulting from about thirty years of legislation. The proposal, which the Chamber of Commerce favors, provides for a formulation of standards of general business conduct to be administered by a supervisory body made up of an enlarged Federal Trade Commission of nine members.

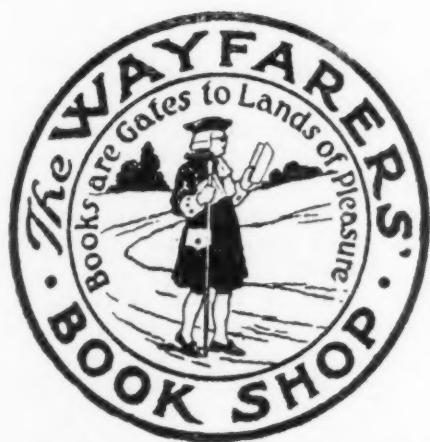
For the Sister Republics

Governors of twelve states—Arizona, Colorado, Georgia, Illinois, Missouri, Kansas, Ohio, Oregon, Rhode Island, West Virginia, Wisconsin, and Wyoming—have thus far endorsed the plan for a Franco-American celebration on May 1 by the school children of the United States "to establish a foundation of friendship between the growing generations of the two republics." Myron T. Herrick, ex-Governor of Ohio and ex-Ambassador to France, president of the American Committee for Devastated France which put forward the idea, has expressed the belief that "everything possible should be done to promote understanding and sympathy between the two nations." The public school authorities in the states named are even now showing their interest in furthering sympathetic relations by arranging programs for the celebration.

German Book-trade News

The German book-trade weekly "*Börsenblatt*" is showing advertisements of books that would surely have been banned under the reign of the late Wilhelm II. Bettina von Arnim's "Call to Revolution," described as the Holy Scripture of Democracy; also "Recollections of a Socialist," "The Rights of the People," etc. There are volumes announced on the League of Nations, the New Education, Social Economy or State Bankruptcy, and the disestablishment of the church.

A volume on "Why Our Armies Gave Way" should have a good sale; also "Portraits and Biographies of the 421 Representatives of the People in the National Assembly." The editor of this weekly says that "the outlook for pushing German book-trade in France, Italy and English speaking countries is not as promising as before the unfortunate end of the world war."



Washington's New Book Shop

A very attractive announcement has gone out to the prospective customers of the new bookstore just opened in Washington.

We are starting a book shop in Washington. It is to be a *distinctive* book shop—distinctive for the quality of its books and the intimacy and friendliness of the atmosphere surrounding them. We want you to come in and see us and our books. We want to know you and your taste in books and we want you to know us and ours.

Will you not come and form the habit of coming? Sometimes, perhaps, you will buy, and sometimes you will only look over these books of ours—and come again.

We will specialize in the new books. We will carry the very latest fiction and verse and we will have the most important books on the economic and social problems of the hour. We will have a very complete assortment of books on Russia.

We will carry many of the English and some of the French periodicals as well as all of the better class of those published in America.

SALLY H. BURCH,
MAUDE S. ODELL.

1623 H. St., N. W.
Washington, D. C.

Twenty-five Years Ago in the Publishers' Weekly

Bangs & Co. announce a receiver's sale of the Worthington Co., books, sheets and stereo-type plates.

Stone & Kimball announce "A Lover's Diary" by Gilbert Parker, a young English novelist.

Henry Holt & Co. announce "The Prisoner of Zenda," a romantic story by a comparatively new author.

Samuel L. Clemens and Frederick J. Hall, composing the firm of Charles L. Webster & Co., filed an assignment on April 18th. The assignee was Bainbridge Colby; liabilities, \$250,000.

Mr. Rudyard Kipling leaves Vermont to make a brief visit to England.

A Beardsley Exhibition

An exhibition will be held beginning on April 14th, and lasting until April 19th, of a collection of seventy original drawings by Aubrey Beardsley, owned by H. S. Nichols. The pictures will be shown in the bookstore of Mr. Nichols at 17 East 33d Street.

Among the pictures in the Nichols collection are illustrations for the Poe stories that average 20 to 15 inches in size. Portraits of Balzac, Whistler, Wilde, and Poe are included, and there are three self portraits. Several of the works, the publisher said, should cast an entirely different light on Beardsley as an artist to those who know him only as a creator of the grotesque, notably a large drawing entitled "Virgin and the Lilies."

Mr. Nichols spent twenty years in business in London and was personally acquainted with many of the prominent literary men of that period. He supplied Beardsley with funds during the latter's periods of stress, and took what drawings the artist had to offer.

No Modification of Parcels Order

Numerous requests are reported as having been made to division offices of the Red Cross for the exerting of influence to secure a modification of the postoffice rules prohibiting the sending of parcels to soldiers in the Expeditionary Forces, unless the same have been asked for by the soldiers to whom addressed.

It has been learned from the War Department that there is no likelihood of a modification of the order, because of the recent ruling of General Pershing in which he pointed out the strain on railroad facilities in France in the event of unrestricted sending of parcels abroad and expressed satisfaction with work done by the Red Cross and the various welfare agencies in supplying wants additional to the actual needs of the men.

An Innovation in Jackets

Thru some subtly-wrought process of evolution, the drab colored paper book covering of former days has gradually developed into the gaudily illuminated jacket of the present time. From a mere protective device to prevent rubbing of covers, it has become a medium of advertising, so that now any book which is picked up has the praises of some twenty-odd other books breaking out all over the jacket in offensive "blurbs."

Conscious of the change and not wholly pleased with the result, the Marshall Jones Company of Boston, is about to adopt a plan half way between these two extremes. On the back of the jacket it proposes to use an original decorative design drawn by Theodore B. Hapgood; on the front there will be just a line or two of honest description of the book within the jacket. There will be no advertising even on the inner flap of the wrapper. In a word, the jacket is to be as handsome a part of the artistic make-up of the volume as the firm can contrive.

MAKING GOOD IN THE NEW ERA

*A Page of Ideas and Suggestions for the Retail Bookseller**On to Boston*

"Every man owes some of his time to the upbuilding of the profession to which he belongs."—THEODORE ROOSEVELT.

Subscription Selling for Bookstores

Retail salesmen who have done active work in enlisting their customers' interest in standard sets which come out volume by volume know the satisfied feeling that comes from having ten, twenty, or thirty dollars appear on the sales record when a new volume comes out.

Not since the Doubleday flexible leather Conrad edition and the Scribner edition of Barrie has there been such an excellent opportunity to push to good sale a new uniform edition of a good contemporary novelist as is offered by the publication of the first volumes of Dutton's uniform edition of Leonard Merrick. There are twelve volumes announced, the price being \$2.00 per volume, each volume to have an introduction by a fellow author of prominence. New plates have been made and the first printing will be 1500 sets on vellum paper.

Merrick has been slow in coming to his own but those who have read one are ready to read more, and there are Merrick "fans" who are more than ready to talk his virtues to others.

A bookstore can start a subscription book for this set to good advantage, print subscription blanks, plot out a detailed canvass and do outside work among good prospects. There are no canvassers in the field and the bookseller has free swing. The salesman should read "When Paris Laughed" and "Conrad" to understand the possibilities.

If such a canvass brings results the plan will work for other sets that may appear.

The Science of Selling

There is more science in the selling than in the inventing or making of an article, according to Thomas A. Edison, and in a recent issue of *Printers' Ink*, William Maxwell, vice-president of Thomas A. Edison, Inc., and author of the new book "The Training of a Salesman" showed how this fact was reflected again and again in the policy of the company. In speaking of engineering a sales campaign, Mr. Maxwell declared that advertising and selling campaigns should always be planned with the other departments of the business.

"My conception of an advertising engineer," he said, "is somewhat different from the man pictured in the advertisements of the correspondence schools, who casually looks at a blue print, announces a pronouncement out of the vastness of his cataloged and tabulated wisdom which shall be as precise and as definite as a chemist's formula. My conception is a man of learning, training and mod-

esty, who is not so sure of anything but established fact—and for the most part when fact becomes so well established that it can be announced with cocksure certainty it is no longer of much use to us. Yet he should be sure that nothing is impossible.

"A man who is around Mr. Edison very much is bound to absorb some of his ideals and I claim no exemption. Mr. Edison is looked upon by the average person as a genius. Mr. Edison himself, however, doesn't believe in genius in the popular conception of the word. He believes that genius is composed of one-tenth inspiration and nine-tenths perspiration. The less a doctor, a lawyer or an engineer knows the more likely to be cocksure he is."

The Boy Scout Executive

The Boy Scout movement is now so fully organized that practically every city in the country with a population of 35,000 or over has its scout executive. Many places of smaller size have the same advantage and county executives are being developed for less thickly settled communities.

The scout masters have charge of the individual troops, but the executive watches over the general progress of the movement. This is a man that the bookseller of every community should be in close touch with and with whom he should be co-operating for bettering the reading of the boys in the community.

A Pass-Word

Have you got a new idea?—

Pass it on!

Tho' it doesn't seem worth while,

Pass it on . . .

It may fall on fallow soil, all prepared for fertile seeds;

It may be the inspiration that the other fellow needs;

It may broaden his horizon—spur him on to greater deeds;

If you've got a new idea—

Pass it on!

If you have a knotty problem—

Pass it on!

Don't give up or lose your grip—

Pass it on . . .

Tho the question may have stumped you or the ghost be hard to lay,

It may strike the other fellow in a very different way;

And the answer that eludes you may stand out as clear as day.

When you think you're "up against it"—

Pass it on!

—ERNEST B. MCCREADY in *Impressions*.

AMONG THE PUBLISHERS

ANOTHER GOOD BOOK and a timely one which, unfortunately, no bookseller can handle at a profit, is John R. Common's "Industrial Goodwill."

THAT FAMOUS COLUMNER and wit, Don Marquis, has just completed an amusing group of essays called "A Book of Prefaces," which D. Appleton & Co., will publish about the middle of April.

TWO NEW TITLES will soon be added to the *American Writers series* (Moffat, Yard & Co.)—"Our Essayist of Today" by William Stanley Braithwaite, and "The Men Who Make Our Novels" by George Gordon.

THE READERS of adventure books will find much satisfaction in the April books on the Grosset & Dunlap list with B. M. Bower, Jack London, James Oliver Curwood, and Charles Neville Buck included.

A MACMILLAN leaflet on "New Poetry" shows this firm's list to include the best works of a score of present writers—among them being Masfield, Gibson, Yeats, Masters and Lowell.

"NURSERY RHYMES of New York City," a collection of humorous and whimsical verse by Louis How, is in train for immediate publication by Alfred A. Knopf.

WALTER LIPPMAN's first book since "The Stakes of Diplomacy" appeared four years ago will be issued this week by Henry Holt & Co., under the title "The Political Scene, an Essay on the Victory of 1918."

MAJOR-GENERAL Sir Frederick Maurice, Field-Marshal Viscount French, Admiral Viscount Jellicoe, three great English commanders, have given out their war chronicles. Such books are of major importance now and in the future.

HERBERT QUICK of the Federal Farm Loan Board has just returned from Central America to find his new book, "From War to Peace, a Plea for a Definite Policy of Reconstruction," promised by the Bobbs-Merrill Co. for April publication.

"NOT TAPS BUT REVEILLE," a little book written by Robert Gordon Anderson and published by the Putnams, is receiving high praise from critics who call it an ideal Easter gift and one especially adapted for all those who wear the gold star.

BOSTON AND PHILADELPHIA have both listed among the non-fiction most in demand at public libraries the "Letters of Susan Hale," published by the Marshall, Jones Co. The April *Bookman* listed this volume second only to "The Education of Henry Adams" for the Northeastern states.

ON APRIL 25TH the Scribners will issue "A Pilgrim in Palestine," Dr. Finley's delightful record of days a-foot in the Holy Land following Gen. Allenby's great victory; and Sir James M. Barrie's "Alice Sit by the Fire" in the uniform edition of Barrie's works.

E. P. DUTTON & Co. will have ready this week the first volume of the new American limited edition of the collected works of Leonard Merrick. It will be "Conrad in Quest of His Youth," with an introduction by Sir James M. Barrie, and will be followed in about a month by the second volume, "The Actor-Manager," with an introduction by William Dean Howells.

"THE PRESIDENT'S CONTROL of Foreign Relations," by Edward S. Corwin, helps to explain President Wilson's course of action since America entered the war. Particular attention is paid to the President's power to enter into agreements with foreign governments without reference to the Senate, and much light is thrown on the question of the constitutionality of the proposed League of Nations. The book is from the Princeton University Press.

BRENTANO's has just published a book of poems by Michael Strange. Another book scheduled for immediate publication is "The Social Secretary," companion volume to "The Social Letter," by Elizabeth Myers. A new edition of the poems of Charles Baudelaire with a special introductory preface by James Huneker, and a translation by Edgar Saltus of Barbey D'Aureville's "The Story Without a Name" are other forthcoming publications from the same house.

A RECENT CONTRIBUTION from the Atlantic Monthly Press comes in "The Idea of a League of Nations" by H. G. Wells in collaboration with other prominent Englishmen. Its text is identical with that of the pamphlet bearing the same title, which was recently issued by the Oxford University Press, but by special arrangement with the League of Nations Union, of which Mr. Wells is chairman, the Atlantic Monthly Press has the sole right of publication in the United States. The price of the book is sixty cents postpaid.

THE JUDGES in the contest announced some time ago by Boni & Liveright for the best design suitable for the end papers for all volumes in the *Modern Library series*, awarded the prize to Horace Brodzky, a well-known New York artist. One hundred and twenty-two designs were presented for competition but the decision of the judges was unanimous. The new end papers will be seen in the eight new titles to be added to the *Modern Library* the latter part of this month, and will also be used in all new editions of the other sixty-four titles.

Dickens' "Best Sellers"

Who is the most popular English novelist? Charles Dickens. What are his most popular novels? Opinions differ somewhat, for every reader has his or her special favorite and he to whom "Bleak House" may appeal, very likely cares less for "Little Dorrit," or the other way about. "David Copperfield" pleases most people and so does "Pickwick," while "A Tale of Two Cities" often has a special attraction for a reader who otherwise does not care for Dickens.

In determining the popularity of Dickens' books as indicated by their sales, we have in the March number of the *Book Monthly* an authoritative statement by Mr. B. W. Matz, who has long been associated with Messrs. Chapman and Hall, Dickens' original publishers.

"Pickwick" comes first, stands apart from all the other works and sells at the rate of three to two of either "David Copperfield" or "A Tale of Two Cities," the next favorites. Then we have a group of five novels, more or less equal in sales—"Martin Chuzzlewit," "Oliver Twist," "The Old Curiosity Shop," "Dombey and Son," and "Great Expectations." Following these would be "Little Dorrit," "Our Mutual Friend," "Bleak House," "Nicholas Nickleby," "Barnaby Rudge," and "Sketches by Boz."

To this group should be added "Christmas Books," which contains "A Christmas Carol," "The Cricket on the Hearth," "The Chimes," "The Haunted Man," and "The Battle of Life." These classic little masterpieces are issued separately in so many cheap editions and sell in such enormous numbers, particularly the "Carol"—which may outsell even "Pickwick"—that it is unfair to place the parent volume in any category. "Hard Times," "The Uncommercial Traveller," "Edwin Drood," "Christmas Stories," and the "Miscellaneous Papers" may be placed together; while "American Notes," "Pictures from Italy," and "A Child's History of England" bring up the rear. A royalty on the "Child's History" alone, in its various editions, would bring in an income very pleasing to a modern popular author.

A Long Record in the Foreign Book Field

On the first of April the House of "Schoenhof," which for half a century has been known to successive generations of book lovers both in America and abroad, moved from Tremont Street, Boston, to Beacon Street. The activities of the house began in 1865 when S. R. Urbino, later succeeded by Carl Schoenhof, opened the first store on the then residential Tremont. To make this invasion of business the more striking, the little store conducted by an enterprising unknown, was for the sale of foreign books.

Ever since the foundation of the business the Schoenhof Book Shop has been the headquarters for all interested in literature and

the arts. Here have gathered college professors seeking the latest word in foreign literatures for their classes, especially in French. Among the great professors may be cited Bocher, Van Dael, Lauveur, and Bernard. Such men of letters as Thomas Bailey Aldrich and Oliver Wendell Holmes came there, and such historians as Fiske and Parkman. The stage was represented by Joe Jefferson who wandered in to chat with Mr. Schoenhof. Another representative of the stage was Neil Burgess who as office boy acted Hamlet with such fury as to thrust his feather duster thru a valuable painting.

Altho the house name suggests Teutonic affiliations it has been several generations since this was the case to the slightest degree. For a half century and more the name "Schoenhof" has been a name of good repute in educational circles in America and in France. Publishers of famous educational books have been proud to print its name on their publications. It will remain the trade mark as long as the standards of the past can be maintained. Mr. Louis J. Jobin is president and Fred L. Donahue, treasurer of the company.

Leading Commercial School Books

The National Education Association recently made as complete a canvass of the commercial schools of the country as possible and ascertained just what books dealing with book-keeping and shorthand are now in the greatest demand. Thru the efforts of the association about 11,000 addresses, forming the most complete list of American commercial schools ever compiled, were secured. Questionnaires were mailed to approximately 4800 high schools, 2300 business schools, 700 institutions devoted to higher education, 2600 Catholic schools and 600 miscellaneous schools and charitable institutions in the United States and Canada believed to be giving instruction in commercial subjects. From the replies received the following summary was made giving the books and the total number of schools in which each kind is used.

BOOKKEEPING

Williams & Rogers (American Bk. Co.)..	746
Twentieth Century (South-western Pub. Co.)	539
Rowe	431
Moore and Miner (Ginn & Co.).....	308
Lyons and Carnahan	241
Goodyear-Marshall	110
Others	398

SHORTHAND

Gregg (Gregg Pub. Co.)	2163
Ben Pitman (Phonographic Institute Co.)	335
Isaac Pitman (Pitman & Sons).....	121
Graham (Graham & Co.)	117
Stenotype	51
Munson (Lyons & Carnahan).....	40
Barnes (Barnes Pub. Co.)	30
Chandler (Chandler Shorthand Pub.)....	19
Pernin	14
Others	331

COMMUNICATIONS

Display Rooms for Technical Books

March 26, 1919.

Editor, PUBLISHERS' WEEKLY:

In connection with the article by Mr. Dana, in the PUBLISHERS' WEEKLY of March 8th, entitled "Is This an Explanation of Why Books Don't Sell," permit me to say that the limited sale of books of learning, of science, of research and of fine literature is undoubtedly due to the inability of the public in general to see and examine them. There is no lack of interest on the part of readers. The fault is with the imperfect methods employed to get in touch with them in such a way as to induce them to buy. General advertising is helpful, and will always bring in a certain percentage of returns, but personal contact with the possible buyer will always produce greater and more satisfactory returns.

As publishers have found the "on sale" method so unsatisfactory, and as booksellers as a class either cannot or will not stock many books of a more serious nature, it would seem that the logical thing to be done would be for the publishers either to co-operate in establishing display rooms in all large cities, where they would keep permanently on display samples of such books as those noted above, or else for them to organize, or cause to be organized, a selling corporation to do this.

Able and competent representatives could be placed in charge of these display rooms or stores to keep the stock in order and properly displayed. Card indexes, showing the particular subjects of interest to buyers and possible buyers in each locality, could be kept on file, and notices of new books of interest sent to them at regular intervals. The books in these displays would be for show only, and special orders taken for such as might be wanted, to be filled either thru the display room or thru local dealers, whichever way might be best in the judgment of the publishers.

The expense on each individual publisher in maintaining an organization of this kind would be comparatively small and the returns would undoubtedly be much greater than those obtained by such methods as are now employed.

J. C. B.

Getting Books to St. Louis

St. Louis, March 27th, 1919.

Editor, PUBLISHERS' WEEKLY:

I have just finished the article by Walt Bloeser in your WEEKLY of March 22nd. Mr. Bloeser asks the question, "Is St. Louis a Book Market," and answers it very clearly. He neglects, however, to give us credit for our large enterprising book-shop at 514 N. Grand Ave., St. Louis, Mo. We have a stock here valued at over \$35,000 net and we are endeavoring to reach the reading public in every way possible.

I can readily see why it is not profitable

for the bookseller to carry books of the different publishers, when I consider the fact that most of the publishers are in the East and in order to get a book here, it costs, for the express or freight, so much that it is impossible to sell the book at the advertised price at a profit. For instance, we bought some books from a New York publisher the other day, who allowed 30%. The postage cost us 20c. and the book sold for \$1.50 net. After figuring out the postage, and the meager discount, it left us 20%. It costs about 28% or more now, to do business in St. Louis. At this rate, we would soon owe ourselves money.

I wish the matter could be taken up at the Booksellers' Association and for once and all decided as to the minimum discount to be allow the bookseller.

A. P. HUGHES, Manager,
American Baptist Publication Society.

Good Co-operation in Washington

Public Library, District of Columbia,
April 4, 1919.

Editor, PUBLISHERS' WEEKLY:

Mr. J. C. B. (who I presume is Mr. J. Christian Bay of the John Crerar Library) of Chicago, is in your issue of March 29 rather unnecessarily critical of me for sins of omission of which I decline to plead guilty.

First I should point out that my letter was not originally written for publication nor addressed to the PUBLISHERS' WEEKLY. It was part of a friendly interchange with Mr. Charles E. Butler over his "Code of Ethics for the Book Trade." Mr. Butler showed it to the editor of the PUBLISHERS' WEEKLY, who secured my rather doubtful consent to publish it.

Had I been writing a letter for publication I should undoubtedly have repeated my often publicly expressed appreciation of some of the very things which Mr. J. C. B. objects to my not saying in the particular personal letter which both Mr. Butler and the editor of the PUBLISHERS' WEEKLY thought contained a hint or two that would be helpful to the book-trade.

To illustrate the local pulling together which Mr. J. C. B. urges in his concluding paragraph, and which I have for years believed in and practiced, let me mention a recent instance of helpful co-operation between library and bookstore. The Wayfarers' Book Shop has just been opened in this city at 1623 H Street, N. W., by Mrs. W. Thompson Burch and Mrs. George T. Odell. These women did practically all of the work of compiling their lists for their original stock at the Washington Public Library. In the case of their stock of children's books they accepted *in toto* the recommendations of the experts in juvenile literature of the staff of the children's department of this library.

G. F. BOWERMAN, Librarian.

Greetings from Two New Englanders in Old England

Langham Hotel, London,
Mar. 18, 1919.

Editor, PUBLISHERS' WEEKLY:

Two wandering booksellers from New England send their greetings.

HENRY S. HUTCHINSON,
New Bedford, Mass.
ARTHUR D. PRINCE,
Lowell, Mass.

Good Publicity

New Haven, Conn.,
March 31, 1919.

Editor, PUBLISHERS' WEEKLY:

We think the following, which was on the flap of a Canadian bookseller's envelopes, is quite neat:

No order so large that its details
escape our attention, or so
small that we do not
cater for it.

The best compliment we ever received was last year at the holiday time, when a little girl was asked by her parents what she would like for her Christmas present, and she replied, "Judd's Bookstore."

EDWARD P. JUDD COMPANY.

A Protest Against Direct Sales

New York City, March 26, 1919.

Editor, PUBLISHERS' WEEKLY:

We herewith wish to state that we are entirely in accord with the sentiment expressed by the University Book Store of Delaware, Ohio, in your issue of the 22nd inst., regarding the injustice of direct sales by publishers.

We have been having the same experience for years. In some cases we had direct evidence brought to our attention by the customers themselves, and asked the publishers for an explanation, but waited in vain for a reply.

Then the irony of demanding that retailers keep up standard prices when publishers themselves grant discounts! This interference on the part of the publishers with the retailer's business is particularly significant in the case of certain publishers of scientific works, who insist that no discount be given to customers, but do not hesitate to give the trade discount to anyone appealing to them directly. Some publishers who refuse allowance of returns from the trade go so far as to send their publications "on approval" to the profession, besides giving the trade discount.

It is high time that the retail stores organize against this practice. Not only is it impossible to adjust stock to be ordered, if the publisher butts into trade, but it also brings dissatisfaction among the customers who, because of being unfamiliar with these unethical methods, think that the store is overcharging them. We believe that the convention in Boston next month can do no greater thing than to bring this matter before the delegates and discuss it in open meeting.

COLUMBIA UNIVERSITY PRESS BOOKSTORE.

A Book for the Boston Convention

As an advance souvenir of the Convention the Penn Publishing Company will send to any bookseller who intends to be present a copy of "The Book of Boston" by Robert Shackleton. This is the latest book on Boston, and not only is it a reliable guide to the things a visitor most wishes to see there, but it is presented in such a chatty, informal way that it reads like fiction. Any one who reads it is sure to have his stay at the "Hub" rendered doubly enjoyable.

In sending for the book give full name, home address and firm connection and state how much time will probably be spent in Boston. The information will also be gladly received by Hulings C. Brown of Little, Brown & Co., Chairman of the Banquet Committee.

Meeting of Women's National Book Association

The Women's National Book Association will hold its monthly meeting for members on the evening of April 15th at 7:30 at the Sun Wise Turn, 2 East 31st St., New York. The speakers for the evening will be Mrs. F. L. Akermann, a leading interior decorator and lecturer at Columbia University, who will have for her subject, "Window Decoration," and Miss Sally Lewis, of Portland, Me.

A Plea for Books

The Women's National Book Association asks for books for the soldiers in the Convalescent Hospital, No. 1 Gun Hill Road, Kingsbridge, New York, and it adds that the books may include the nursery classics, picture books and scrap books. All donations should be directed to the hospital and sent care of the Sunwise Turn, Inc., 2 East 31st Street, New York, and should reach there on or before the 21st of this month.

Back to Peace Postal Rates

Large purchasers of postage will do well to keep in mind that on and after July 1, 1919, by an act of Congress approved February 24, last, there will be restored the old rates on postal cards and letters. After this date the rate of postage on postal cards will be one cent and on letters two cents for each ounce or fraction. Do not print up more than 3 months' supply.

In his "History of the American People" President Wilson makes a very significant remark regarding the man with the "one-track" mind and the single outlook. "We do not," he writes, "want our poetry from grammarians, nor our tales from philologists, nor our history from theorists. . . . Neither do we want our political economy from tradesmen, nor our statesmanship from mere politicians, but from those who see more and care for more than these men see or care for."

CHANGES IN PRICE

PHILIP GOODMAN

Damn!, Mencken, now \$1.35.
 In Defense of Women, Mencken, now \$1.50.
 Songs of the World War, Van Zile, now \$1.25.
 How's Your Second Act? Hopkins, now \$1.00.

An Englishman's Record of Service

While an American quite naturally prides himself upon his ability to get things done, this progressive trait cannot be claimed by the American alone, as is evidenced by the achievements of Mr. George H. Grubb, Englishman and London representative of the firm of G. P. Putnam's Sons. For some time past Mr. Grubb has been doing excellent work as Library Service Secretary for the American Expeditionary Force Y. M. C. A. in the United Kingdom. From the Library Service headquarters in Russell Square he has handled approximately 3,000,000 books that have been purchased by the Association or given by the American people; in addition he has circulated among the troops five million magazines that have come as gifts from the American public. These he has distributed to camp libraries, hospitals, naval stations, barracks and mess halls in Great Britain, France, Switzerland, Gibraltar, Russia—wherever American soldiers and sailors have been quartered. In all his work he has shown an efficiency, energy and far-reaching service which has contributed greatly to the maintenance of the morale of the American forces.

A Bookseller and Booklover

(A fine tribute to the well-known bookseller of Minneapolis, Edmund D. Brooks, was paid in the editorial page of the Minneapolis Journal at the time of Mr. Brooks' untimely death from an operation, in February. It is a tribute, too, to American bookselling that one of this profession should have left so fine a memory in his community.)

Of Mr. Brooks' personality and genial happiness in life, it is difficult to speak without emotion. He made friends naturally and without effort and attached them to him warmly. Many a booklover in this city is now recalling the comfortable and friendly presence of the bookman, with a rare volume in hand, which he tantalizingly withholds from the eager aspirant for its possession, the while he draws a long sigh of delighted and delightful anticipation preparatory to describing the coveted treasure, before a nearer view is vouchsafed.

Mr. Brooks was not a bibliophile merely, but a genuine booklover as well. He knew the insides of books, for he was a wide and general reader and his education was broad and comprehensive. One of his hobbies was to secure unpublished manuscripts from literary personages. These manuscripts he had done into books "For Edmund D. Brooks and His Friends," which he gave away to persons of discriminating taste in literature or book-making.

Taking it all around, Minneapolis has lost a distinctive character, a man who was a credit and an honor to the city, and one who was devoted to her interests and fame.

Personal Notes

FRANCIS HACKETT has been lecturing in Chicago, Boston and other cities on Ireland. In fact, demands for addresses on the subject are so numerous that were it not for his duties as an editor of the *New Republic*, Mr. Hackett could spend most of his time on the platform.

MAJOR E. ALEXANDER POWELL will tour Texas, Oklahoma, Kansas, Nebraska, Wyoming, Colorado and Utah in the late spring, speaking on the subject of his new book, the record of the "the silver chevron men" who fought the war on this side. His book has been written with the full co-operation of the War Department and will be published by the Scribners about June 1st.

EUGENE SOMMERS of the Sather Gate Book Shop, Berkeley, Cal., is not connected with the book department at the "White House," San Francisco, as erroneously stated in a recent issue of the PUBLISHERS' WEEKLY. The original misstatement appeared in another trade paper whose 'Frisco correspondent is usually well-informed. The manager at Raphael Weill & Co.'s is Leon B. Archer, who has been with the house for the past seven years.

Obituary

J. GARDNER, a bookseller and stationer at Savannah, Ga., died on March 24th. The business will be continued by Nathan Coleman, administrator of the estate.

Business Notes

FRANKFORT, KY.—Guy Barrett is offering to trustee assets for the benefit of his creditors.

INDIANAPOLIS, IND.—Theodore F. Vonnegut is re-entering the old book business, having acquired Treat's Book Shop at 219 S. Illinois St. The business will be conducted under the name of Vonnegut's Book Shop.

NEW YORK CITY.—E. W. Johnson has removed from 10 West 28th St. to 27 Lexington Ave.

PADUCAH, KY.—Clement's Bookstore is reported to have been purchased by Bell Nichold and Clay Kidd.

WILMINGTON.—The old firm of E. S. R. Butler & Son, 421 Market St., has been bought out by the publishers of the daily paper, *Every Evening*, who desired to control the Butler building for future expansion. The store itself is to be sold to a new corporation to be called Butler's, Inc., one of the corporators being Alvin B. Roberson, who will represent the interest of the new owners. This store was founded in 1849 by E. S. R. Butler, who died in 1915. Mr. Walter L. Butler, who has been the active head for many years, was for six years the president of the American Booksellers' Association.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15cm.); Th. (32mo: 12½ cm.); Fe. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Academy of Political Science

War labor policies and reconstruction; a series of addresses and papers presented at the labor reconstruction conference held under the auspices of the Academy of Political Science, December 6-7, 1918; ed. by Samuel McCune Lindsay. 4+224 p. O (Proceedings v. 8, no. 2) c. N. Y., Academy of Political Science, 116th St. and Broadway pap. \$1

Achard, Louis Amédée Eugène

Belle Rose. S (Collection Nelson) N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

Allain, Marcel

The yellow document; or, "Fantômas of Berlin." 344 p. D (Fantômas detective novels) c. N. Y., Brentano's \$1.50 n.

Detective story giving the diabolical intrigues of the "Fantômas of Berlin" who is serving the Kaiser by stealing important secrets from the French government.

American Sociological Society

Sociology and education. 6+224 p. O (Papers and proceedings, v. 13) [c. '19] Chic., Univ. of Chic. pap. \$1.50 n.

Bacon, Leonard

The song of Roland; tr. into metrical verse. 2d ed. rev. 171 p. O c. New Haven, Ct., Yale Univ. bds. \$1.50

Baker, George Pierce

Dramatic technique. 6+531 p. O Bost., Houghton Mifflin. \$3.75 n.

Practical book on the acting drama giving actual practice of the dramatists of the past showing what they have shared in common and how their methods have differed. Index. Author is professor of dramatic literature, Harvard University.

Balmer, Edwin

Ruth of the U. S. A.; il. by Harold H. Betts. 361 p. pls. D [c. '18-'19] Chic., McClurg \$1.50

Ruth Alden, stenographer in a Chicago real estate office is mistaken for a confederate by a German secret agent and assigned spy duty in France. Assuming the rôle but working for the Allies she leaves for the battle front where she plays an important part in the events which follow America's entry into the war.

Bazin, René François Nicolas Marie

The barrier. [Reissue] 218 p. D [c. '10] N. Y., Benziger \$1.25 n.

Blasco Ibañez, Vicente

Blood and sand; a novel; tr. from the Spanish by Mrs. W. A. Gillespie. Auth. Am. ed. 12+356 p. D [c. '19] N. Y., Dutton. \$1.90 n.

Spanish novel dealing with the bull-ring. This was first of author's novels to bring him world-wide recognition.

Bonner, Geraldine

Miss Maitland, private secretary; il. by A. I. Keller. 6+353 p. pls. D c. '18-'19 N. Y., Appleton. \$1.50 n.

Detective story in which Molly Babbitt clears up the double mystery of a big jewel theft and a kidnapping.

Bourget, Paul Charles Joseph

Le disciple. S (Collection Nelson). N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

Braithwaite, William Stanley Beaumont, ed.

Victory! celebrated by thirty-eight American poets; with an introd. by Theodore Roosevelt. 8+84 p. O [c. '18-'19] Bost., Small, Maynard bds. \$1.50 n.

Anthology of the best American poetry written to celebrate the victory of the great war.

Brigham, Johnson [Wolcott Johnson]

Blaine, Conkling and Garfield; a reminiscence and a character study. 36 p. O N. Y., G. E. Stechert pap. 40 c. n.

Privately printed in 1915 by the Prairie Club of Des Moines.

Albany County, New York

Early records of the city and county of Albany, and colony of Rensselaerswyck; tr. from the original Dutch by Jonathan Pearson; rev. and ed. by A. J. F. van Laer. v. 3 Notarial papers 1 and 2, 1660-1696; v. 4 Mortgages 1, 1658-1660, and wills 1-2, 1681-1765. 644; 220 p. O (N. Y. state lib. history bull. 10-11) '18 Albany, N. Y., Univ. of State of N. Y. v. 3. \$1; v. 4, 60 c.

Alling, Harold Lattimore

The Adirondack graphite deposits. 150 p. il. maps (part fold.) O (New York state museum bull. 199)

'18 Albany, N. Y., Univ. of State of N. Y. pap.

Banson, E. C.

County affairs and county government. 188 p. O (Bulletin) '18 c. Chapel Hill, N. C., Univ. of N. C. \$1.25; pap. 75 c.

Boehme, Kate Atkinson, and Adrews, Frederic Elias
Radiant path to achievement; a miracle healing and how it was done. 32 p. S Holyoke, Mass., E. Towne Co. pap. 20 c.

Bradford, Bernice Margaret

Poems. 24 p. D '18 Saulsbury Pub. 50 c.

Brooke, Tucker, and Canby, Henry Seidel, eds.

War aims and peace ideals; selections in prose and verse illustrating the aspirations of the modern world. 264 p. O c. New Haven, Ct., Yale Univ. bds. \$1.80

Brookmire Economic Service, New York

Economic trends of war and reconstruction, 1860-1870. 30 p. diagrs. O [c. '18] N. Y., Brookmire Economic Service, 56 Pine St. \$5

Brown, Arthur Judson

The mastery of the Far East; the story of Korea's transformation and Japan's rise to supremacy in the Orient. 9+671 p. pls. pors. fold. map O c. N. Y., Scribner \$6 n.

Develops the idea that the Korean Peninsula is the strategic point in a new alignment of races which is developing in the Far East. Discusses the struggle first of China and Japan and later of Japan and Russia for the peninsula, the rise of Japan, and the important part being played by Christian missions.

Brown, William Herbert

Patriotic illustrations for public speakers. 303 p. D [c. '19] Cin., Standard Pub. \$1.50
Collection of patriotic incidents and stories.

Bruère, Martha S. Bensley [Mrs. Robert Walter Bruère]

Mildred Carver, U.S.A. 289 p. D c. '18-'19 N. Y., Macmillan \$1.50 n.

Story of the future when young people will be required to give a year's service to their country. Story centers about the daughter of an old New York family who runs a tractor in Minnesota in company with a girl from the East Side and a girl from Greenwich Village.

Burchett, Bessie Rebecca

Janus in Roman life and cult, a study in Roman religions. 75 p. O '18 Menasha, Wis., G. Banta Pub. [450 Ahnaip St.] pap. \$1

Burnham, Smith

Our beginnings in Europe and America; how civilization grew in the Old world and came to the New. 16+375 p. il. D '18 c. Phil., Winston 84 c.

Burroughs, Edgar Rice

Jungle tales of Tarzan; il. by J. Allen St. John. 319 p. pls. D c. Chic., McClurg \$1.40

Author's sixth narrative centering about the marvelous ape-man who now meets new adventures in his native jungle.

Churchill, George Thomas

Churchill shorthand manual. 2d ed. 8+104 p. S '18 Chicago Heights, Ill., G. T. Churchill leath. \$1.50

Cohen, Julius Berend

Organic chemistry for advanced students. New rev. and enl. ed. In 3 pts. pt. 1, Reactions; pt. 2, Structure; pt. 3, Synthesis. 3 v. O '18 N. Y., Longmans ea. \$5.50 n.

Conrad, Joseph

The arrow of gold; a story between two notes. 385 p. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.

Romance of Marseilles and the Spanish coast of the middle seventies when Don Carlos de Bourbon attempted to gain the throne of Spain.

Cram, Ralph Adams

The nemesis of mediocrity. [New ed.] 58 p. O c. '17-'19 Bost., M. Jones Co. bds. \$1

Cyclopedia of drawing; a practical reference work on mechanical and architectural drawing; prefaced by a staff of engineers, architects, designers, and experts of acknowledged professional standing; il. with over 1500 engravings. [1919 ed.] 4 v. il. pls. maps diagrs. (part fold.) blueprints plans forms O c. Chic., Am. Tech. Soc. \$14.80

Depew, Chauncey Mitchell

Speeches and literary contributions at four-score and four. 409 p. por. O '18 N. Y. [C. M. Depew, Grand Central Terminal] (not for sale)

Speeches, letters and literary contributions dating from April, 1916.

Eastman, Frederic Solomon

Church dictionary of general terms and chief Bible names. 45 p. D [c. '18] Carthage, N. Y., Republican Press pap. 25 c.

Churchill, Lida Abbie

Truth about our dead. N. Y., New Tide Pub. Ho., 523 W. 122d St. \$1

Clark, Frank R.

Geology of the Lost Creek coal field, Morgan County, Utah. 311-322 p. maps (1 fold.) tabs. O (U. S. Geol. Survey bull. 691-L) '18 Wash, D. C., Gov. Pr. Off.

Clark, Zelma Estelle

As a girl thinketh; a study in right living. 42 p. D '18 c. Chic., Colonial Press [1510 E. 56th St.] pap. 25 c.

Collier, Arthur James

Coal south of Mancos, Montezuma County, Colorado. 4+293-310 p. il. pl. maps (1 fold.) fold charts O (U. S. Geol. Survey bull. 691-K) Wash, D. C., Gov. Pr. Off.

Crocker, Alfred Armstrong

Modern dentistry for the laity and industrial dentistry for the corporation, modern preventive dentistry and industrial welfare dentistry. 2d ed. 136 p. D c. '18-'19 Cin., Dental Register, 18 W. 7th St. bds. 75 c.

Delbridge, Charles Lomax

Delbridge hay, coal and cotton seed calculator, \$75.25 to \$100.00 per ton; showing the value of any number of pounds of hay, coal, cotton seed or other commodity at any given price per ton or per 100 pounds. 102 p. F c. '19 St. Louis, Delbridge Co. \$5

Delbridge unearned interest tables for 1 day on basis of 360 days to the year; also suitable for interest on daily balances, for cotton overdrafts, or other accounts where it is desired to figure on basis of 360 days to the year; shows interest for one day on all sums, one dollar to a million dollars at rates per cent as follows: $\frac{1}{8}$ -12. 9 p. O c. St. Louis, Delbridge Co. \$2.50

De Witt, John

The garden of banished care [verse]. 64 p. por. O [19] [Spokane, Wash., McKee Pr., N. Monroe St.] \$1

Douglas, Lloyd C.

The fate of the limited. 32 p. S N. Y., Assn. Press. pap. 15 c.

Duff, Arthur Melville

44 hours a week calculator. [2d ed.] 6 p of tabs. mounted on folder O [c. '18] Bost., A. M. Duff. \$5

Engineering and Mining Journal, comp.

Mining practices. 105 p. il. maps Q N. Y., Engineering and Mining Journal, 10th Ave. and 36th St. [McGraw-Hill, agts.] \$1.50

England, George Allan

Keep off the grass; il. by the author. 140 p. D [c. '19] Bost., Small, Maynard bds. \$1 n.

Letters represented as being from members of a typical American family presenting the humorous side of our conservation days.

Evans, Lt.-Col. Frank Edgar

Daddy Pat of the marines; being his letters from France to his son Townie. 5+ 153 p. il. D [c. '19] N. Y., Stokes \$1.25 n.

Letters written by a father in service to his six-year-old son in America.

Farmer, Jean

César-Napoléon Gaillard à la conquête de l'Amérique. 390 p. D '18 [N. Y., Brentano's, agts.] pap. \$1.10 n.

Fisher, Dorothea Frances Canfield [Mrs. John Redwood Fisher]

The day of glory. 149 p. D c. N. Y., Holt bds. \$1 n.

Continuation of author's "Home Fires in France." Contents: On the edge; France's fighting woman doctor; Lourdes; some confused impressions; "It is rather for us to be here dedicated;" The day of glory.

Fitzpatrick, Edward Augustus

Experts in city government. 14+363 p. D (National municipal league ser.) c. N. Y., Appleton \$2.25 n.

Treats the functions and effectiveness of experts in governing cities giving their definite responsibilities and duties. Index. Author is director, Society for the Promotion of Training for Public Service.

Friedman, Elisha Michael

Labor and reconstruction in Europe. 19+ 216 p. (7 1/3 p. bibl.) O [c. '19] N. Y., Dutton \$2.50 n.

Describes the various reconstruction commissions which have been formed in the European countries, explaining the chief problems confronting them and discusses the labor problems of Great Britain and Germany. Index.

Eastman, P. R.

The relation of parental nativity to the infant mortality of New York state; reprinted from the *American Journal of Diseases of Children*. 19 p. tabs. Q Chic., Am. Medical Assn., 535 N. Dearborn St. pap.

Emerson, Ralph Waldo

Friendship. (Friendship booklets) Bost., L. Phillips. 30 c. n.

Power and wealth. 123 p. Tr Holyoke, Mass., E. Towne Co. leath. 40 c.

Fansett, George Richard, comp.

Field tests for the common metals in minerals. 21 p. O (Bulletin 93) ['18] Tucson, Ariz., Univ. of Ariz., Bu. of Mines pap.

Freundschafts lieder; with 5 il. by H. C. P. Macgoun. Bost., L. Phillips. 30 c. n.

Friedmann, Ernestine L.

How to begin—organization. 26 p. D (Dept. of industrial work leaflet 1) '18 N. Y., Womans Press. pap. 30 c.

Industrial club and its program. 35 p. D (Dept. of industrial work leaflet 2) '18 N. Y., Womans Press. pap. 35 c.

Fromentin, Eugène

Les maitres d'autrefois. S (Collection Nelson) N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

Fundenburg, George Baer

Feudal France in the French epic; a study of feudal French institutions in history and poetry. 121 p. (4 p. bibl.) O '18 c. '19 Princeton, N. J. [Princeton Univ. Press] \$1.75 n.

Gardner, Charles Spurgeon, and others

Intercession; the sharing of the cross. 11+ 100 p. D N. Y., Macmillan pap. \$1 n.

Gehrken, Karl Wilson

Essentials in conducting. 2+184 p. il. music D [c. '19] O (Music students lib.) Bost., Ditson Co. [179 Tremont St.] \$1.50

Author is professor of school music, Oberlin Conservatory of Music.

Godoy, Mercedes

When I was a girl in Mexico. 139 p. pls. por. D (Children of other lands ser.) [c. '19] Bost., Lothrop, Lee & Shepard Co., 93 Federal St. 75 c. n.

Gordon, Elizabeth [Mrs. George Edwin Canfield]

Wild flower children; il. by Janet Laura Scott. 96 p. il. O (Nature children ser.) '18 c. Chic., P. F. Volland & Co., 56 E. Washington St. \$1.25 n.

Haney, James Parton

The pageant of Niké apteros, the wingless Victory; costumes designed by Ethel H. Averell; il. from drawings by students of the Washington Irving High School. First presented December 7, 1918, before the School Art League of New York city. 79 p. pls. O [N. Y.] School Art League, 10 E. 47th St. bds. \$2 n.

Harold Tennyson, R.N.; the story of a young sailor; put together by a friend. 7+294 p. D '18 N. Y., Macmillan \$2 n.

Memorial biography of an English boy who lost his life in the recent war.

Friedrichs, Albert O.

Strands of gold; or, From darkness into light. '18 Mankato, Minn., Friedrichs Pub. \$1

Gannon, Frederic Augustus

Ways of a worker of a century ago as shown by the diary of Joseph Lye, shoemaker. 25 p. il. S '18 Salem, Mass., F. A. Gannon, 37 Loring Ave. pap. 25 c.

Ganoe, William Addleman

Rugs; R. O. T. C. (Atlantic readings ser.) Bost., Atlantic Monthly Press. pap. 15 c.

Gates, John Howard

Annotations of the revised codes of 1877 of the territory of South Dakota. 37 p. O '18 Sioux Falls, S. D., S. D. Bar Assn. pap. gratis

Guggenheim, William

The new world; a war review and a forecast. 29 p. pls. pors. D [c. '19] N. Y., Am. Defense Soc. [44 E. 23d St.] pap. 25 c.

Hard, William

Your Amish Mennonite; reprinted from the *New Republic*. 11 p. O [n. d.] N. Y., National Liberties Bu. pap. 2 c.

Havell, Ernest Binfield

The history of Aryan rule in India from the earliest times to the death of Akbar. 31+582 p. 33 pls. fold. map O '18 N. Y., Stokes \$5 n.

Hensey, James Andrew

The layman in the itinerancy. 208 p. D [c. '19] N. Y. and Cin., Meth. Bk. Concern \$1 n.

Study of the present and future place and work of laymen in the Methodist itinerancy.

Hermannsson, Halldór

The periodical literature of Iceland down to the year 1874; an historical sketch; with 13 facsms. and 7 portraits. 100 p. O (Islandica; an annual relating to Iceland and the Fiske Icelandica collection in Cornell University Library, v. 11) '18 Ithaca, N. Y., Cornell Univ. Lib. pap. \$1

Hopkins, Albert Allis

Home made beverages; the manufacture of non-alcoholic and alcoholic drinks in the household. 9+232 p. front. figs. D c. '91-'19 N. Y., Scientific American Pub. [233 Broadway] \$1.25 n.

Hopkins, Florence May

Reference guides that should be known and how to use them. 2d ed. 11 pamphlets plan maps Q Detroit, Mich., Willard Co., 479 Sixth St. pap. ea. 25 c.

Horner, John B.

Oregon, her history, her great men, her literature. 408 p. il. pl. pors. D c. Corvallis, Ore. [J. B. Horner] \$2

Hough, Emerson

The sagebrusher; a story of the West; il. by J. Henry. 6+318 p. pls. D c. N. Y., Appleton. \$1.50 n.

Story of a girl who answered a matrimonial advertisement.

Howard-Smith, Elise

A knight of today. 364 p. O c. Phil., Winston \$1.40

Love story having as its theme the danger of a girl's ignorance of vital truths.

Hernández, Carlos

Fabulas escogidas [verse]. 124 p. O '18 San Antonio, Tex., Lozano, 118 N. Santa Rosa Ave. Mujeres celebres de Mexico. 188 p. pors. O '18 San Antonio, Tex., Lozano. pap. \$1.25

Hines, Paisley Turner

Hines automobile book. 96 p. il. D [c. '18] Birmingham, Ala., Progressive Farmer Co. 75 c.; pap. 50 c.

Hopkins, Earl Palmer

Civil service as a career. 50 p. pls. D [c. '19] Wash., D. C., Model Pr., 1426 U St. pap. 25 c.

Huonder, Anton, ed.

Sermons and lectures on the missions; a collection of sermons, lectures, and sketches on the Catholic missions; adapted from the German by Cornelius Pekari. v. 1. 175 p. O '18 Techny, Ill., Mission Press, Soc. of the Divine Word. 75 c.

Hurley, Edward Nash

Plan for the operation of the New American merchant marine. 15 p. O Wash., D. C., U. S. Shipping Bd. pap.

Howe, Frederic Clemson

The land and the soldier. 11+196 p. D c. N. Y., Scribner \$1.35 n.

Considers problem of establishing the returned soldier on the farm by an organization of farm colonies. Author is commissioner of immigration, Port of New York.

Hutcheon, Robert James

The causes of Germany's moral downfall. 7+54 p. D [c. '19] Bost., Beacon Press 50 c. n.

Idea (The) of public right; being the first four prize essays in each of the three divisions of the *Nation* essay competition; with an introd. by H. H. Asquith. 19+324 p. O [18] N. Y., Macmillan \$3 n.

Prize essays on the subject: "The idea of public right as the governing idea of European politics—how can it be translated into concrete terms?"

Isaacs, Edouard Victor

Prisoner of the U-90; being the personal narrative of the adventures of the only line officer of the United States navy to be captured in the great war; with an introd. by Josephus Daniels. 7+184 p. front. plans D c. Bost., Houghton Mifflin. \$1.25 n.

War experiences of a line officer of the United States Navy who was captured by a German submarine.

Kauffman, Reginald Wright

The azure rose; a novel. 317 p. front. D c. N. Y., Macaulay Co. [15 W. 38th St.] \$1.50 n.

Romance having its setting in the Latin Quarter in Paris.

King, Thomas A.

Pearls of great price. 386 p. il. D '18 c. Minneapolis, Nunc Licet Press \$1

Religious studies.

Kipling, Rudyard

The years between. 13+153 p. D c. '04-'19 Garden City, N. Y., Doubleday, Page \$1.50 n.

Includes all of author's war poems.

Laski, Harold J.

Authority in the modern state. 380 p. O c. New Haven, Ct., Yale Univ. \$3 n.

World shipping data; report on European mission. 32 p. O Wash., D. C., U. S. Shipping Bd. pap.

Indiana University. Dept. of Vocational Education

Training trade and industrial teachers under the Smith-Hughes law. 57 p. O (Bulletin Official ser.) [c. '18] [Bloomington, Ind., Univ. of Ind.] pap. gratis

Johnson, Charles Bertram

Songs of my people. 6+55 p. D [c. '18] Bost., Cornhill Co. bds. \$1.25

King, Mrs. Elizabeth Delvine

The flashlights of truth. 564 p. O [c. '18] Los Angeles, Cal., J. F. Rowny Press. \$2.50 n.

The higher metaphysics. Sixteen lessons. 57 p. O '18 c. Los Angeles, Cal., J. F. Rowny Press. pap. 75 c. n.

Larson, Laurence Marcellus

Territorial problems of the Baltic basin. 16 p. O (War committee bull.) Urbana, Ill., Univ. of Ill. pap. 10 c.

Latson, William Richard Cunningham

Easy ways to mental supremacy. 119 p. Tt Holyoke, Mass., E. Towne Co. leath. 40 c.

McGlaulin, Idabelle

Sewing; handicraft for girls; a graded course for city and rural schools. [Rev. ed.] 116 p. O [c. '10-'18] Peoria, Ill., Manual Arts Press \$1.35

Mackenna, Robert William, M.D.

The adventure of life. 9+233 p. D c. N. Y., Macmillan \$1.25 n.

Scientific interpretation of life by author of "The Adventure of Death."

Marshall, Herbert Menzies, and Marshall, Hester

Cathedral cities of France; with 48 il. by Herbert Marshall. [New ed.] 10+266 p. pls. O '19 c. '07 N. Y., Dodd, Mead \$3 n.

Martel de Janville, Sybille Gabrielle Marie Antoinette de Riquetti de Mirabeau, Comtesse de [Gyp, pseud.]

Le mariage de chiffon. S (Collection Nelson) N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

Maupassant, Henri René Albert Guy de

Yvette—a novelette; and ten other stories; tr. from the French by Mrs. John Galsworthy; with an introd. by Joseph Conrad. [Reissue] 259 p. D N. Y., A. A. Knopf \$1.60

Maus, Cynthia Pearl

Youth and the church; a manual for teachers and leaders of intermediates, seniors and young people. 186 p. il. pls. plans D [c. '19] Cin., Standard Pub. \$1

Author is superintendent of young people's work department of Bible schools of the American Christian Missionary Society.

Meron, Frederic

Manufacturer's instructor and adviser. 3 v. 740 p. il. S '18 N. Y., Theo. Audel & Co., 72 Fifth Ave. \$7

Moore, Harry H.

Keeping in condition. 2d ed. 82 p. S N. Y., Assn. Press limp. cl. 50 c.

Mordaunt, Elinor [pseud. for Mrs. Evelyn M. Clowes Wiehe]

While there's life. 335 p. D N. Y., Holt \$1.50 n.

Story of a man who when told by his doctor that he has only a short time to live, feels a desire to begin life all over again and in the end comes to a new understanding of life, health and love.

Mullins, Isla May Hawley [Mrs. E. Y. Mullins]

Tweedie; the story of a true heart. 291 p. col. front. pls. D c. Bost., Page Co. \$1.50 n.

Laughlin, A. P.

Fundamental tool processes in woodworking; a modern textbook. Peoria, Ill., Manual Arts Press. 40 c.

Leffingwell, Ernest deK.

The Canning River region, northern Alaska. 251 p. il. pls. figs. fold. maps in pocket Q (U. S. Geol. Survey professional pap. 109) Wash., D. C., Gov. Pr. Off.

Lind, Earl, pseud.

Autobiography of an androgyne; with introd. by Alfred W. Herzog. 13+265 p. por. fold. form D c. N. Y., Medico-Legal Journal, 123 W. 83d St. \$4 n.

Lindgren, Waldemar, and Loughlin, Gerald Francis

Geology and ore deposits of the Tintic mining district, Utah; with a historical review by V. C. Heikes. 282 p. il. pls. (part col.) figs. plans (part fold.) fold. maps in pocket tabs. (1 fold.) Q (U. S. Geol. Survey professional pap. 107) Wash., D. C., Gov. Pr. Off.

Litman, Simon

The republic of Ukraine. 8 p. map O (War committee bull.) Urbana, Ill., Univ. of Ill. pap. 10 c.

Luthy, Charles T.

After the war—what? America's great opportunity educationally. 12 p. S Peoria, Ill., C. T. Luthy. pap. gratis

The simplification of English spelling. 8 p. S Peoria, Ill., C. T. Luthy. pap. gratis

McCandliss, Edgar Scott, and Armsby, Henry Horton

An investigation of blended Portland cement. 76+24 p. front. charts tabs. O (Bulletin v. 4, no. 4) '18 Rolla, Mo., Univ. of Mo., School of Mines. pap.

McCrory, John Robert

How to draw for the movies; or, The process of cartoon animation; a practical talk dealing with the different individual phases of motion picture cartooning. 40 p. O [c. '18] Kansas City, Mo., Feature Pub. Bu. pap. \$2 n.

MacKaye, Benton

Suggestions for marketing small timber. 32 p. il. double fold. map O (Bulletin 4) '18 Madison, Wis., Wis. State Conservation Commission. pap.

McNeile, Lyle Gillett, M.D.

Notes on pathological and operative obstetrics. 221 p. S. c. Los Angeles, Cal., Univ. of Southern Cal., College of Physicians and Surgeons. \$2

Mak, Klarenc Wade

Fool killer; a rare book for people who are not afraid of ideas; wit, fun, wisdom and mental gems. 136 p. il. S '18 Kansas City, Mo., K. W. Mak, 2806 Harrison St. pap. 50 c.

Mental dynamite. 209 p. il. O '18 Kansas City, Mo., K. W. Mak. bds. \$1

Padded lightning. 80 p. il. S Kansas City, Mo., K. W. Mak. 40 c.

Martin, Edward Sandford

Father to his freshman son. (Atlantic readings ser.) Bost., Atlantic Monthly Press. pap. 15 c.

Father to his graduate girl. (Atlantic readings ser.) Bost., Atlantic Monthly Press. pap. 15 c.

Massachusetts. Bd. of Education

State-aided vocational education in Massachusetts; the Smith-Hughes act—what it is, the board created by it, the funds it provides, the conditions it imposes, our plans regarding it; statistics regarding state-aided vocational schools, 1916-17. 89 p. O (Bulletin 95) '18 Bost., Mass. Bd. of Educ. pap.

Massachusetts. Laws, Statutes, etc.

Educational legislation enacted in 1915, 1916, 1917, 1918. 70 p. O (Bulletin 98) '18 Bost., Mass. Bd. of Educ. pap.

Massachusetts. Minimum Wage Commission

Statement and decree concerning the wages of women in retail millinery workrooms in Massachusetts. 6 p. O '18 Bost., Mass. Minimum Wage Commission.

Merchants code, 15,000 words. N. Y., Produce Exchange, N. Y., J. W. Hartfield. \$12.50

Merchants code, 61,000 words. 3d ed. N. Y., Produce Exchange, N. Y., J. W. Hartfield. \$25

Michel, Virgil G.

The critical principles of Orestes A. Brownson. 106 p. (3 p. bibl.) O '18 Wash., D. C. [Catholic Univ. of America. pap. 75 c. n.]

Municipal Art Society of New York City

War memorials. 20 p. il. (Bulletin 17) N. Y., Municipal Art Soc., 119 E. 19th St. pap. 25 c.

Neal, Robert Wilson

Today's short stories analyzed; an informal encyclopedia of short story art as exemplified in contemporary magazine fiction—for writers and students. 20+620 p. D '18 c. N. Y., Oxford Univ. \$2 n.

Comprises twenty-two narratives taken from contemporary magazines, with suggestions concerning short-story technique.

New York [City]. Public Library

Naval architecture and shipbuilding; a list of references in the library; comp. by Rollin A. Sawyer, jr. 59 p. Q N. Y., N. Y. Public Library pap. 20 c. n.

Oldfield, Barney

Barney Oldfield's book for the motorist; with a sketch of [author's] life by Homer C. George. 264 p. pls. por. D Bost., Small, Maynard. \$1.50 n.

Information for the motorist telling how to reduce the upkeep and increase the service of his car.

Osgood, Frederick Hay

La France héroïque; épisodes de la grande guerre; with exercises and vocabulary. 6+174 p. il. D (Heath's modern language ser.) [c. '19] N. Y., Heath \$1

Oswald, B. G.

Life and humor in our navy. no paging il. obl. O [c. '19] Bost., Ball Pub. [200 Summer St.] bds. 75 c.

Humorous pictures of navy life with explanatory remarks.

Paget, Stephen

Adolescence. 46 p. T [c. '19] N. Y., Dutton bds. 50 c. n.

Corrected price.

Putnam, Emily James Smith [Mrs. George Haven Putnam]

The lady. 3d ed. 22+323 p. il. O N. Y., Putnam. \$1.75 n.

Radhakrishnan, S.

The philosophy of Rabindranath Tagore. 11+294 p. O '18 c. N. Y., Macmillan \$3.50 n.

Interpretation of the philosophy and message of Sir Rabindranath Tagore. Author is professor of philosophy Maharajah's College, Mysore.

Redding, Isabella Remshart [Mrs. J. H. Redding]

My beloved country. 136 p. O '18 c. [Waycross, Ga., Mrs. J. H. Redding] \$1.50

Collection of historic studies.

National Civil Liberties Bureau

"Ol' rags an' bottles"; [a description of the Sacramento trial of the I. W. W.] reprinted from the *Nation*. 7 p. O N. Y., National Civil Liberties Bu. pap. 2 c.

Perkins, Eleanor Ellis

Daybreak, a missionary pageant; prefaced for the golden jubilee celebration of the Woman's board of missions of the interior, October, 1918. 42 p. O '18 Chic., Woman's Bd. of Missions of the Interior, 19 S. La Salle St. pap. 25 c.

Pickett, Bethel Stewart

Some soil treatments for mature apple orchards. 6 p. il. O (Agric. Exper. Station circ. 233) Urbana, Ill., Univ. of Ill. pap. gratis

Rhodes, Daniel P.

Our immortality. 23+310 p. D c. N. Y., Macmillan \$2 n.

Discusses the probable bearing of a wide dissemination of the belief in immortality upon some of the most troublesome social problems of today.

Rhodes, Rev. Jeremiah B. J., comp.

Thoughts for quiet hours through the year; introd. by Rev. L. W. Munhall. 129 p. por. D '18 c. [Camden, N. J., J. B. J. Rhodes, 409 Penn St.] \$1.25

Helpful thoughts for each Sunday in the year.

Richardson, Norman Egbert

The religious education of adolescents; including material contained in a pamphlet entitled: The government of adolescent young people, prepared by William Byron Forbush and rev. by Mary E. Moxcey. 10+191 p. S [c. '18] N. Y. and Cin., Abingdon Press 75 c. n.

Ritter, William Emerson

The unity of the organism; or, The organismal conception of life. 2 v. 29+398; 15+408 p. (17 p. bibl.) D (Studies in science) [c. '19] Bost., Badger \$5 n.

Reviews history of "elementalism" and opposes to it the doctrine of the unity of the living being. Index. Author is director of the Scripps Institution for Biological Research, University of California.

Roberts, Charles George Douglas

Jim; the story of a backwoods police dog. 216 p. D c. '18-'19 N. Y., Macmillan \$1.50 n.

Story of the adventures of a police dog together with three other animal stories.

Roberts, Charles V. H.

The great conspiracy; an epic drama in nine scenes written in prose and verse. 130 p. front. D Cedar Rapids, Ia., Torch Press bds. \$1.50 n.

Roche, Arthur Somers

The eyes of the blind. 322 p. D [c. '19] N. Y., Doran \$1.50 n.

Romance of mystery and intrigue.

Rostrevor, George

Escape and fantasy [verse]. 64 p. S c. N. Y., Macmillan bds. \$1 n.

Schnitzler, Arthur

Gallant Cassian; a play in one act. 45 p. D Bost., L. Phillips 60 c. n.

Ricketts, Benjamin Merrill

Surgery of the thorax and its viscera, symptoms, diagnosis, indications and treatment; containing 16 illustrations. 698 p. (bibl.) O '18 c. '19 Cin., B. M. Ricketts. \$2.50 n.

Robbins, Joseph Chandler

The appeal of India; a report of visits to the British India mission fields of the American Baptist Foreign Missionary Society, with observations regarding the opportunities and needs in Burma, Assam, Bengal-Orissa, and South India. 10+90 p. pls. double map D [c. '19] Phil., Am. Bapt. pap. 40 c. n.

Roesch, Sister Mary Jeanette

Vocational preparation of youth in Catholic schools. 73 p. O '18 Wash., D. C. [Catholic Univ. of America] pap. 75 c. n.

Scofield, Cyrus Ingerson, D.D.

What do the prophets say? 188 p. D [c. '18] Phil., Sunday School Times 75 c.

Meaning of the war as interpreted from the Scriptures. Scripture index. Topical index.

Ségur, Philippe Paul, Comte de

Mémoires d'un aide de camp. S (Collection Nelson) N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

Slosson, Mrs. Annie Trumbull

"And other folks"; the story of a little girl and a little sermon. 35 p. front. S [c. '18] Phil., Sunday School Times bds. 40 c.

Short story with a moral.

Snaith, John Collis

The undefeated. 339 p. D c. N. Y., Appleton \$1.60 n.

Story of a man who has made a failure of life but who, thru the war has a chance to redeem himself and win the respect of those who formerly despised him.

Sparrow, Walter Shaw

Prints and drawings by Frank Brangwyn; with some other phases of his art. 287 p. il. pls. (part col.) N. Y., J. Lane \$15 n.

Record of Frank Brangwyn's achievements in etching, wood-engraving, lithography, water-color drawing and pastel. Fully illustrated.

Standard Statistics Company

Standard manual of the income tax, 1919. 1379 p. O c. N. Y., Standard Statistics Co. \$5 n.

Still, Alfred

Principles of transformer design. 7+216 p. figs. D N. Y., Wiley \$2.25 n.

Sumner, William Graham

The forgotten man; and other essays; ed. by Albert Galloway Keller. 560 p. front. O c. New Haven, Ct., Yale Univ. \$2.50

Fourth and last volume of Sumner's collected essays.

Tablada, José Juan

En el país del sol. 149 p. D c. N. Y., Appleton pap. 60 c.

Tarbell, Ida Minerva

The rising of the tide; the story of Sabinsport. 277 p. D c. N. Y., Macmillan \$1.50 n.

Story having for its scene a munitions making center and dealing with the awakening of America to her part in the world war.

Schuetz, John Joseph

The origin of the teaching brotherhoods. 104 p. O '18 Wash., D. C. [Catholic Univ. of America.] pap. 75 c. n.

Southern Fertilizer Assn. Soil Improvement Committee

Commercial plant food; their manufacture and chemistry, agricultural requirements and economy, sales and commercial importance. 130 p. il. charts D [n. d.] Atlanta, Ga., Southern Fertilizer Assn., Soil Improvement Committee. pap.

State Street Trust Company, Boston

Some merchants and sea captains of old Boston; being a collection of sketches of notable men and mercantile houses prominent during the early half of the nineteenth century in the commerce and shipping of Boston. 7+53 p. front. il. pors. facsms. O [c. '18] Bost., State St. Trust Co. pap.

Tiemann, Hugh Philip

Iron and steel (a pocket encyclopedia) including allied industries and sciences; with an introd. by Henry Marion Howe. 2d ed., rev., enl. and entirely reset. 15+514 p. il. diagrs. S N. Y., McGraw-Hill \$4

U. S. Naval Academy, Annapolis. Dept. of Modern Languages

A Spanish nautical phrase book and reader. [2d ed.] 149 p. fold. tab. D c. Annapolis, Md., U. S. Naval Institute \$1.50

Vanardy, Varick

The lady of the Night Wind. 315 p. front. D c. '18-'19 N. Y., Macaulay Co. \$1.50 n.

Detective story in which appears "Lady Kate of the police" who figures in other of author's "Night Wind" romances.

Viafora, Gianni

Caricature; 125 caricatures of personalities noted in finance, politics, art, music, drama, etc., and some practical suggestions on the execution of "pen-and-ink satire." 32 p. il. Q [c. '19] N. Y., Brentano's pap. \$1 n.

Warnes, Arthur R.

Coal tar and some of its products. 22+105 p. il. diagrs. fold. tabs. D (Pitman's common commodities and industries) [n. d.] N. Y., Pitman \$1

Wells, Carolyn [Mrs. Hadwin Houghton]

The diamond pin; with a front. in col. by Gayle Hoskins. 300 p. D c. Phil., Lippincott \$1.35 n.

Corrected publisher.

West Coast Lumbermen's Association

Uniform cost accounting system. 214 l. incl. forms Q [c. '19] Seattle, Wash., Montgomery Pr., 72 Columbia St. \$25

Weyman, Stanley John

La cocarde rouge. S (Collection Nelson) N. Y., T. Nelson & Sons 50 c. n.; mor. \$1.25 n.

White, Rev. George Edward

Charles Chapin Tracy, missionary, philanthropist, educator, first president of Anatolia college, Marsovan, Turkey. 79 p. pls. pors. map D [c. '18] Bost., Pilgrim \$1 n.

Wilkins, Lawrence Augustus

First Spanish book; drawings by J. Ormsbee. 15+259 p. pls. D c. N. Y., Holt \$1.25

Willard, James Field, ed.

The Union colony at Greeley, Colorado, 1869-1871. 32+412 p. O (Historical collections) '18 Boulder, Colo., Univ. of Colo. \$3 n.

Work, Edgar Whitaker, D.D.

Go and tell! [an Easter message]. 20 p. D [c. '19] N. Y., Am. Tract Soc., Park Ave. & 40th St. pap. 20 c.

Wright, James Richmond

Auto sense. 1919 ed. 50 p. T c. '19 Trenton, Mo., J. R. Wright Engineering Works. pap. \$1 n.

Yapp, W. W.

Study of the relative reliability of official tests of dairy cows. 18 p. tabs. O (Agric. Exper. Station bull. 215) Urbana, Ill., Univ. of Ill. pap. gratis

Zeitlin, Jacob

Conflict of parties in the Russian revolution. 8 p. O (War committee bull.) Urbana, Ill., Univ. of Ill. pap. 10 c.

RARE BOOKS, AUTOGRAPHS AND PRINTS

The stock of the late Edmund D. Brooks, rare book dealer of Minneapolis, comprising bibliography, first editions of modern authors, autographs and manuscripts will be sold at the Anderson Galleries on April 23, 24 and 25.

The private library of H. M. Levengston of Saratoga Springs, comprising a large number of finely bound library sets of the nineteenth century English, American and French romantic and historical writers of note, will be sold at the American Art Galleries, on April 23. There are also a number of notable first editions of the works of celebrated English writers and illustrators of the period including Charles Dickens and George Cruikshank.

There is no longer any doubt as to the healthy condition of the rare book trade in England. There is lively competition in the auction rooms at good prices, dealers are finding a ready and satisfactory market and are active in replenishing their stock. American trade bids fair to be more active than ever before. The present auction season will close unusually late but the season of 1919-20 will be an active one.

A notable collection of broadsides, books and tracts relative to the Colonial, Revolutionary and War of 1812 periods of American history, including items never before sold at auction in America, will be sold on April 22 at the American Art Galleries. The broadsides of the Revolutionary period comprise important proclamations, and issues by the Provincial Congresses of Massachusetts, the Continental Congress, Committees of Safety, and other bodies. Among them will be found items relative to the quartering of British troops in Boston, the Boston Port Bill, the Boston Tea-Party, the battles of Lexington and Concord, the surrender of Burgoyne, the Declaration of Independence, the first Thanksgiving Day proclamation for the United States, proclamation of thanks relative to the alliance with France and many other items of great historical value.

Only meager reports have yet been received of the sale of the Mostyn collection of early English dramatic literature at Sotheby's, on March 20 and 21. As was to be expected many new records were made for items already known, and high prices were paid for items appearing in this sale for the first time. Bernard Quaritch was the purchaser of an unrecorded edition and probably a unique copy of "Fidele and Fortunio," 1585, which was cataloged as the foundation play of Shakespeare's comedy, "Two Gentlemen of Verona," paying \$15,100 for it. Mr. George O. Smith, the rare book dealer, was fortunate in his purchases and will bring many of the treasures of the Mostyn library to New York.



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RARE BOOKS, AUTOGRAPHS AND PRINTS

Auction Calendar

April 16 at 2:30 p. m.

Autographs and Documents. (No. 1423; 260 items.) Anderson Galleries.

April 16 and 17 at 10 a. m. and 2 p. m.

Miscellaneous Books. (1637 items.) C. F. Libbie & Co., Boston.

April 22 at 3 and 8:15 p. m.

Broadsides, Books, Tracts of the Colonial, Revolutionary and War of 1812 Periods. (400 items.) The American Art Galleries.

April 23 at 3 and 8:15 p. m.

The Private Library of H. M. Levenson, of Saratoga Springs. (415 items.) The American Art Galleries.

Catalogs Received

Engraved Portraits, Original Drawings, Naval and Military Prints

No. 375; 540 items. Maggs Brothers, 34-35 Conduit St., London, W.

Americana and Miscellaneous

No. 24; 589 items. Alexander M. Brown, Inc., 5 Beekman St., New York City.

Americana

No. 3; 1312 items. Smith Book Co., Union Central Building, Cincinnati, O.

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The dispersal of an interesting collection from various sources including books from the library of Mrs. Leslie Carter occurred at the Anderson Galleries on April 3 and 4. A library edition of the works of Charles Dickens, 24 volumes, London, 1866, with an inscription by the author in the first volume, brought \$375. A group of Cotton Mather items developed spirited bidding: "The Glorious Throne," 1714, brought \$72.50; "Just Commemoration," 1715, \$97.50; "Parentalia," 1715, \$160; "Shaking Dispensations," 1715, \$162.50; "Life Swiftly Passes," etc., 1715, \$145. All were published in Boston. A copy of the "Nuremberg Chronicle," thick folio, printed by Anthonius Koberger, in Nuremberg, in 1493, formerly belonging to John Ruskin, brought \$225. A complete set of the first editions of the children's books illustrated by Randolph Caldecott, 16 volumes, quarto, \$77.50; "Mrs. Leicester's School" by Charles Lamb, London, 1809, first edition, \$135; "Literary Anecdotes of the Eighteenth Century," 9 volumes, and "Illustrations of the Literary History of the Eighteenth Century," 8 volumes, by John Nichols, London, 1812-58, \$77.50; "History of the Province of New York" by William Smith, with folding view, quarto, London, 1757, first edition, \$81. The collection contained many desirable library books of moderate value which generally brought good prices.

The first representative exhibition of the work of Edouard Manet, French artist, as etcher and lithographer, was opened at the Grolier Club on April 4. This exhibition was made possible by the fact that under the terms of the deed of gift to the New York Public Library of the great collection of modern prints by the late Samuel Putnam Avery, the Grolier Club is enabled to show the rarities assembled by that collection. The collection of Manet's prints in the New York Public Library is the finest in any public collection in the world and second only to the private collection formed by Etienne Moreau-Nélaton of Paris. Of the 104 prints cataloged by M. Moreau-Nélaton 100 impressions of 82 prints are now on exhibition. Celebrated as Manet's paintings and pastels are, his etchings, lithographs and wood cuts are almost unknown to the American public. Among the etchings exhibited are brilliant impressions of Manet's most successful plates, such, for example, as the celebrated Lola de Valence, the Boy with the Sword, the Toilette, the Dead Toreador, Olympia, the Flower Exotique and the astonishing portraits of Eva Gonzalez and Charles Beaudelaire. Most of these are associated with well known personalities or controversies of the time and have a literary interest almost as great as their artistic value. Among the lithographs are the Balloon, the Execution of the Emperor Maximilian and the set illustrating Mallarmé's translation of "The Raven" by Edgar Allan Poe.

F. M. H.

The Publishers' Weekly

Subscription Rates

One year, \$5.00; to foreign countries, \$6.00.
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Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Limit seven words to the line.

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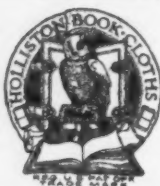
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 N. Y. Evening Post, Feb. 9, 1901.

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 Les Rosiers (cochet), 3d ed., 1909.
 Nomenclature of the Rose, 2d ed., 1906.
 Rose Amateur's Guide, Rivers.
 Rose Book, H. H. Thomas.
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 Michigan Law Review, vol. 7, no. 5.
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 Johnson, Geo. W., Garden Dictionary, Macmillan, 1894.
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 Burton, El Medinah and Mecca, 3 vols., first ed., 1855.
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 W. G. Chapman, 118 No. La Salle St., Chicago
 Strand Magazine, July, 1918.
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Saltus, Francis, Memoirs of Donizetti, or similar Title.

Schouler's History of the United States.

Stockton, Frank, first editions.

Stockton, Set of.

Stuart, Charles D. Ianthe and Other Poems, pub. N. Y., 1834.

Sully's Memoirs, in English.

Townsend, Mary Ashley, Down the Bayon, and other poems.

Trescott's Diplomatic History.

Wordsworth, first editions.

Yonge, Charlotte, Pillar of the House.

Young & Linebarger, Elements of Calculus.

Meyer & Kirby, Notes of Clinics in Psychopathology.

Spalteholz, Anatomy (English).

Norman Remington Co., Charles St., Baltimore, Md.

Chandler, Col. Arch. of Md., Penn. and Va.

Cloud, Down Durley Lane and Other Poems, Century.

Cloud, Down Durley Lane and Other Poems, English edition.

Cloud, Reed by the River.

Petrie, Revolution of Civilization, Harper.

P. P. Quimby on Mental Science.

Adams, Mont St. Michel and Chartres.

Johnson, Post-Liminium, Kennerly.

Glover, Life and Letters in 4th Century.

Geo. Brandes, Poland, Macmillan.

Hashimura, Toga, by Irwin.

Warder, Cities of Sun Invisible, Dillingham.

Alfred the Truthseeker, a Mennonite Story.

Hollander, Scientific Phrenology, English ed.

J. F. Clarke, Songs of South, Lipp.

H. W. Ridgely, Old Brick Churches.

Ridgely, Historic Graves.

McGaffey, Outdoors, Scribner.

Ainslie, Studies in Old Testament, Christian pub.

Gissing, New Grub St.

Dickens, Xmas Books and Stories, vol. 1, Dodd, M.

George, Bed of Roses, specify ed.

Nestle, Greek New Testament with Lexicon, Revell.

Mauro, Looking for the Saviour, Revell.

Fitzhugh Lee's Recollections.

Manual of Equitation of French Army for 1912.

Supt. of Doc.

Huckel, Songs of Motherhood, Crowell.

Wertebaker, Patrician and Plebian of Virginia.

Alger, School of Life.

Herrmann, Faith and Morals.

Sparrow, Frank Brangwyn, Estes.

Leypold, Gouttes de Rosee, Holt.

Moore, Ole Mistis, Winston.

Howard, God's Man.

Conrad, Children of Sea.

Rees, The American in France, McKay.

Gibson, Md. and Va. Cook Book.

Dr. M. D. Babcock, Memorial Volume.

Tiffany, Gems of Fireside, 1881.

Green, Impression Taking, Dental book.

Linn, The Chameleon.

Hull, Art of Stage.

Hawley, False Start.

Robinson, Tales and Talks from History.

Curtin, Myths and Folk Tales of Russians.

Appleton, Cyclop. of Am. Biog., vol. 7.

F. C. Selous, Hunter's Wanderings.

Morselli, Suicide, Appleton.

Thorington, Retinoscopy.

Harvey, Lectures Series 1, 1905-06.

Lee, Fatigue, Lipp.

Books on Fungi.

Aiken, Lessons from Life of Nightingale.

Autograph Letters of Florence Nightingale.

Baitaille, Monograph on Hygrophorus.

Baitaille, Inocybe.

Baitaille, Astesporos.

Baitaille, Cortinarius.

Paitaille, Heivellae and Morchella.

Durand, Monograph of Geoglossaceae.

Gillet, Hymenomycetes de France.

Palmer, American Fungi.

Clay, Margery Daw, Donohue.

Raggs, Dante and His Italy.

Williams, Miracles of Science.

In Maiden Meditation, McClurg.

Sera, On the Tracks of Life, Lane.

Ridpath, History of World, vol. 13, 1901 ed.

Johnson, Art of Thomas Hardy, Lane.

Bailey, Mr. Phillips' Goneness.

Heine, Complete Works, trans. by Leland.

Wilson, The Rainbow Chasers.

Poems of John Donne, 2 vols., Muse's ed.

Warner, Melody of the 23rd Psalm, Randolph.

Barrie, Cruises Mainly in Chesapeake Bay, Franklin Press.

Broughton, Second Coming of Christ.

Mackay, The Cob Web Cloak

J. O. Hallewell, Nursery Rhymes and Nursery Tales.

Metcalf, Organic Evolution, Macmillan.

Ellis, 19th Century, Sherman, French.

Caldwell, Woodruff Genealogy.

Cook & Glaspell, Suppressed Desires, paper, Shay.

Audoux, Marie Claire.

Atherton, Whirl Asunder.

Browne, Joys of the Road.

Huntley, Harmonics of Evolution.

Huntley, The Great Work.

Library Primer, last ed., Library Bureau.

Stretton, Margaret and Her Bridesmaids.

BOOKS WANTED—Continued.

Norman Remington Co.—Continued

Williams, History of Washington Co., Md.
 Williams, History of Frederick Co., Md.
 Frost, Carlo, Harper.
 Munthe, Toys, Biblot Reprint.
 Munthe, For Those Who Love Music, Biblot Reprint.
 Hoffman, Cremona Violin.
 Marburg, Atlas of Brain.
 Debates of Maryland Convention, 1851.
 Balto. Sun, Sunday, Jan. 26th, and Mar. 23rd, 1919.
 Kent Fort Manor, Babcock.
 Wentworth, Kibboo Ganey, Little, Brown.
 Payne, Cruise of U. S. S. Dixie, Wash., 1900.
 Cram, Christian Art, 3 vols.
 Appleton's Encyclopaedia of Painters.
 J. Jerrett, Black and Tinplate Enamel.
 Jenks, When America Was New.
 Hart, Foundations of American Policy.
 Silberrard, The Enchanter, Macmillan.
 Washington Wills by Worthington Chauncy Ford, Bklyn., May, 1891, pamphlet.
 Fortescue, At Front with Three Armies.
 Fleets of the World, 1915.
 Whitaker, American Almanac, 1915, '17 and '18.
 Grandis, Le Petite Perception or First Steps to French Conversation.
 Maxwell, Scientific Papers, 2 vols.
 H. Von H. Hellmuth, Study in Mental Life of Child.
 Boys Own Book, pub. about 1860.
 Freundlick, Sappillarchemier.
 Crile, Origin and Nature of Emotions, Saunders.
 Scheimman, Marble Pillars, A Calendar from 1820-2240.
 Heart of the Xmas Pine.
 Symonds, Mediaeval Latin Students Songs.
 Julius Meier Graefe, Modern Painters.
 Van Gogh, Letters of a Post Impressionist, H. M.
 Chadwick, Life of Edmund Burke.
 Williams, History of Western Md.
 Eugenia Strong, Roman Sculpture, Scribner.
 Child's Book of Knowledge.
 Pennell, Life of Whistler, 2 vols., L. P. ed.
 Barrie, Peter Pan, Large Paper ed.
 Burnett, The Good Wolf.
 Daudet, Apostate, Appleton.
 Window-Roberts, Pocahontas and Her Descendants.
 Reynolds, The Notorious Miss Lisle.
 Bumpus, Ecclesiastical Dictionary, Lipp.
 History of B. & O. R. R.
 Lancaster, Historic Homes and Churches of Va.
 Sale, Colonial Mansions of Va.
 Ridgley, Churches of Md.
 Bakunin, God and the State, Emma Goldman.
 Twitchell, Md., cloth or paper.
 Hastings, First American King, 1904, Smart Set.
 Lyon, Pocketful of Limericks.
 Eberlein, Colonial Homes of Phila., Lipp.
 Kolb, Thro the Grand Canyon, Macmillan.
 Dickens, Gabriel Grubb and the Goblins, with Nast Illus.
 Hurry, Poverty and Its Vicious Circles.
 Mariner & Hoskins, Laboratory Report on Air Analysis, Chicago.
 Willits, Sunshine.
 History of Chatham, Conn.
 Nissen, Rational Home Gymnastics.
 Tabb, Quips and Quiddits, Small, M.
 Perrault, Fairy Tales, English.
 Smith, Francis S. Key.
 Chirol, Problems of Middle East.
 Chirol, Indian Unrest.
 Fraser, Turkey and Persia in Revolt.
 Fraser, Short Cut to India.
 Seeley, Expansion of India.
 Lyall, Expansion of British Power in East.
 Malcolm, Five Years in Persian Town.
 Sven Hedin, With German Armies in the West, Lane.
 Mallock, Lucretius on Life and Death.
 Survey of Greek Civilization, Macmillan.
 Richmond, Court of Inquiry.
 Dumas, My Memoirs, vols. 1, 3, 4.
 Church, English Earthenware.
 Church, English Porcelain.
 Tabb, Child Verse.

Old Corner Book Store, 27 Bromfield St., Boston
 New York Times Current History, vol. 3, first ed.
 Miranda on the Balcony, A. E. W. Mason.
 Any volume of the Chap Books, pub. by F. A. Stokes & Co.

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Several unavoidable delays in printing the list of Private Book Collectors make a further postponement necessary. We expect now to issue it May 15th, and we ask the indulgence of the subscribers accordingly.
 The Publishers' Weekly.

Pearlman's Book Shop, 931 G Street N. W., Washington, D. C.

Hill, Pettison Twins.
 Hitchcock, Life of Nancy Hanks.
 Roosevelt in Fact and Fable.
 Who's Who in America, vols. 1, 2, 3.
 O. Henry, complete set.
 Gunton, Wealth and Progress.
 Owen's Law Quizzer, new or old.
 Haight's Law Quizzer, new or old.
 E. L. Pierce, 5 West 125th St., New York
 Hunt's Merchants Magazine, nos. 60, 61, 62, 63, from January, 1869 to December, 1870 inclusive.
 Gauke's Manual of Electrical Undertakings of London, 1913-14 to date, excepting 1916-17.
 Electrician's Trade Directory of London, 1913 to date, excepting 1916.
 London Electrician, 1913 to date, bound or unbound.
 Electrical Review of London, 1913 to date, bound or unbound.

Potter Brothers Co., 571 Market St., San Francisco
 Cody, The Great West That Was.
 Sixth and Seventh Books of Moses.
 Pownor's Book Store, 33 N. Clark St., Chicago
 Clerk, System of the Stars.

C. S. Pratt, 161 Sixth Ave., New York [Cash]
 Badeau, Military Hist. of U. S. Grant, vol. 1.
 Bertin, Marine Steam Boilers.
 Eddy, Science and Health, cheap.
 Pomery, Clairvoyant Reminiscences.
 Heaps, Lighthouses.
 Weedon (?), Bandana Ballads.
 Presbyterian Board of Publication, 125 N. Wabash Ave., Chicago
 The Christian Defense, James Smith.
 Lange on Apocrapha, 3 copies.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia
 In Scripture Lands, 8vo, by Ed. O. Wilson, pub. by Chas. H. Scribner's Sons.

Presbyterian Board of Publication, 411 N. Tenth St., St. Louis, Mo.
 Plummer's Commentary on Luke, Inter. Crit. Com. Reign of Law, Argull.

Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.
 The Maji, How They Recognized Christ's Star, McKinlay.

John M. Pryse, 26 Charles St., New York
 Arcane Teachings.
 Boehme, Jacob, Anything by.
 Das, Science of Peace, Science of Emotions.
 Harris, T. L., Wisdom of Angels, Anything by.
 Holmes, Creed of Buddha.
 Jacobs, Art of Worldly Wisdom.
 Leadbeater, Man Visible and Invisible.

Putnams, 2 West 45th St., New York
 Wales, The Yoke.
 Chambers, The Mississippi River.
 Jerningham, China in Law and Commerce.
 Earle, Sun Dial and Roses.
 Quiller-Couch, Powder and Crinoline.
 American Mus. Natural Hist. Bulletin, vol. 7.
 Federalist, edited by Lodge.
 Schloss, D. F., Methods of Industrial Remineration.
 James, Princess Casamassima.
 Busch, Life of Bismarck, 2 vols., 8vo.
 Harvard Classics, 50 vols.
 Malthus, Principles of Population.
 Dresser, Book of Secrets.

BOOKS WANTED—Continued.**Putnam's—Continued**

World's Great Events.
 Fishcer, William II and His Consort.
 Mark Twain's Works, Author's National edition.
 Lockwood, Colonial Furniture in America.
 The Real Roosevelt, ed. by Warner.
 Washington, George, Writings, ed. by Ford, 14 vols.
 Jefferson, Thos., Writings, ed. by Ford, 12 vols.
 Clay, Works, ed. by Colton, 10 vols.
 Wells, D. A. and others, America and Europe.
 Salloin, Writings, ed. by Adams, 3 vols.
 Buchanan, Works, ed. by Moore, 12 vols.
 Webster, Writings and Speeches, National ed., 14 vols.
 Seward, Works, ed. by Baker, 4 vols.
 Garfield, Works, ed. by Huisdale, 2 vols.
 Everett, Orations and Speeches, 4 vols.
 Cleveland, Writings and Speeches, ed. by Parker.
 Choate, Works, ed. by Brown, 2 vols.
 Calhoun, Works, 6 vols.
 Adams, Works, ed. by C. F. Adams, 10 vols.
 White, Fiat Money in France.
 Bancroft, Sherman Law and Recent Decision.
 Bancroft, The Chicago Strike of 1894.
 Appleton, Cyclo. of American Biography, 7 vols.
 Choate, Boyhood and Youth, N. Y., 1917.
 Hill, Wm. Cullen Bryant, Sheldon, 1879.
 Eliot, Future of Trade Unionism.
 Red Mirage.
 Daughter of Brahma.

Fleming H. Revell Co., 158 Fifth Ave., New York
 The Interior Life, by Upham, new or good second-hand edition.

W. M. Reynolds, 530 Twelfth Ave., Astoria, L. I., N. Y.

Items of real interest relating to prominent New York and early American families, such as original Mss., letters, wills, deeds, etc., portraits in oil, engravings, etc.

Current catalogs and lists of Americana, Genealogy, etc.

Riverbank Laboratories, Geneva, Kane Co., Ill.

Works of ciphers, cryptograph, cryptology, steganology, steganography, polygraphy, crytmentics, scotography, and synthemology, also deciphering, published at any time prior to 1825. Please send careful description, date and price.

E. R. Robinson, 410 River St., Troy, N. Y.

Morgan, L., League of the Iroquois.
 Prime, History of Wyoming Valley.
 Scott's Stamp and Coin Catalogue, 1919.
 Dr. Navin on the Horse.
 Sanford, E., History of Raynbam, Mass.
 History of Taunton, Mass.
 Life and Labors of St. Thomas Aquin, 2 vols. in 1, pub. Van Beuthuysen, Albany, 1874.
 Mullin's Poems, about 50 to 60 years old.
 Smith, G., Irish History and Irish Question.
 Aldersmith, H., Fullness of the Nations, 1898.
 Ross, Life of Elder Reuben Ross, 1882.
 Bates, D. H., Lincoln in Telegraph Office.
 Kelley, W. D., Lincoln and Stanton.
 Longstreet, Georgia Scenes.
 Sims, J. Marion, Story of My Life.

The Rosenbach Co., 1320 Walnut St., Philadelphia

Pepitas Zimenez, by Juan de Valera.
 Dona Luz, by Juan de Valera.
 Autobiography of Edward Gibbon, edited by Birkbeck Hill.
 Sonnets of Lord Alfred Douglas.
 Sets of Poe, Browning, Swinburne, George Eliot.
 Caricatures of Twenty-five Gentlemen, by Max Beer-bohm.

Ruebush-Elkins Co., Dayton, Virginia

Sales, Manors of Va. in Colonial Times.
 Palmers, Calendar of State Papers of Va.
 Douglas, Briery Church Records, Prince Edward Co.
 History of Meck, Century Co., N. C.
 Mead, Historic Homes of Mts. of So. West Va.
 Hale, trans. Alleghany Pioneers.
 Graham, Life of Gen. Daniel Morgan.
 Home, Historical Collection of Va.
 De Haas, Early Settlements and Indian Wars of Western Va.
 Slaughter, History of Truro Parish, Va.

T. C. Russell, 1734 19th Ave., San Francisco

Revere, J. W., Tour of Duty, New York, 1849, 2 copies.
 Overland Monthly, old series, odd bound volumes.
 Pattie, J. O., Personal Narrative, Cincinnati, 1833.
 Morrell, B. W., Narrative of Four Voyages, N. Y., 1832.
 Jones, W. C., Report on Land Titles in Cal., Wash., 1850.
 Greenhow, Robt., Oregon and California, Boston, 1847.
 Barry & Patton, Men, etc. of San Francisco, 1873.
 Odd vols. of Bancroft's History of California, cloth or sheep.
 Herd Instinct in Peace and War, Lond. and N. Y., 1915.
 Report, at any time, any old California items.

St. Paul Public Library, St. Paul, Minn.

Sacred Books of the East, vol. 31, no. 3, ed. by Max Müller.

Schulte's Book Store, 80 Fourth Ave., New York

Smith, James, The Christian's Defense.
 Orrisenberry, A. C., Lopez Expedition to Cuba, Louisville, 1906.
 Tenger, Marian, The Hungarian Girl, 1892 ed.
 Zoigmondy, R., Colloids, 1909.
 Thomas Paine, Items on and about.
 Jefferson, Encyclopedia.
 Randolph, Letters.
 Seidl, In Memorium.
 Henry, Comparative Grammar of Latin.
 Victor, German Pronunciation Practice and Theory.
 Taylor, I., History of the Alphabet.
 Hoffman, W. J., Beginnings of Writings.
 Müller, F. M., Science of Language.
 Giles, P., Short Manual of Comparative Philology.
 Burgman, Ugermanische Grammatik.
 King, The Gnostics and their Remains.
 Guinness, Creation in Christ.
 Deissnmis, Light from the Ancient East.
 Gildersleeve, Greek Syntax, vol. 1.
 Burgmann's Greechoche Grammatik, Edition 4, edited by Albert Thumb, 1913.
 Boussets, Du Religion deo Judenlaus.
 O'Shea, Linguistic Deveopment.
 Le Feuvre, Andre, Race and Language.
 Neander, History Christian Church, Revised eq., vol. 6.
 Orr, Bible Encyclopaedia, 5 vols., Howard S. Pub.
 Barnes, Notes on N. T. and Psalms.
 Emphasized Bible, Fow ed.
 Vincent, Word Studies.
 Newton, Christian Science.
 Smith, Gypsy, Lest Christ.
 Van Zili, Sword and Crucifix; others by same author.
 Arrhenus, Worlds in the Making.
 Hamilton, Beyond the Stars.
 Perry, History of the English Church with American Supplement by Spencer.
 J. Bartlett, History of the Early Church, pub. Mac-Kay, London.
 Drummond, Personal Religion.
 Fells, Personal Liberty.

Scientific American, 233 Broadway, New York

Judge's Notes on the Bagava Gita.

Scrantom, Wetmore & Co., Rochester, N. Y.

Morgan, League of the Iroquois.
 Ornamental Penmanship, Becker.
 W. A. Wentworth, Medical Letters to Young Men.
 Petrie, Arts and Crafts of Ancient Egypt, McClurg.

Charles Scribner's Sons, Fifth Ave. at 48th St., New York

Drummond, Addresses.
 DuBois, Culture of Justice.
 Phillpotts, The Lovers.
 Lewis, Modern Organ Building.
 Dumas, Son of Porthos, Donohue, 25c.
 Hafiz, Divan (Persian Literature, vol. 1).
 Elias, In Tudor Times.
 Corelli, Vendetta.
 Young, Finland, the Land of a Thousand Lakes.
 Davies, Maude Adams.
 Hawthorne, Mrs. Gainsborough's Diamonds, Appleton, 25c.
 Reyes, The Two Americas.
 Wodehouse, Intrusion of Jimmy.

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Charles Scribner's Sons—Continued

Dobson, 18th Century Vignettes, 3 vols., 1892.
 Wilson, An Old Master, Harper.
 Harper's Weekly, Jan. 1890 to Dec. 1915, bound or loose.
 Rice, My Adventures with Your Money.
 Granger, Soul of a Christian.
 Benson, Child of the Dawn.
 Minehold, Sidonia of the Sorceress.
 Routret, Centurion.
 Murray, Carpaccio.
 Douglas, Fra Angelico.
 Maude, Andrew Mantegna.
 Seldon, Titles of Honor.
 Lillie, Renaissance Types.
 Wishaw, Arabic Spain.
 Barrington, Through Greece and Dalmatia.
 Muller, The Dhammapada.
 Politzer on the Ear.

Charles Sessler, 1314 Walnut St., Philadelphia
 Rest and Pain, Hillton of Dublin, old edition.
 Shepard Book Co., 408 So. State St., Salt Lake City,
 Utah

Kingston, Old Jack.
 Kingston, In the Wilds of Africa.
 Kingston, Will Weatherhelm.
 Kingston, Mauco, the Peruvian Chief.
 Kingston, Rob Nixon.
 Kingston, Pirate of Mediteranean.
 Ballantyne, The Island Queen.
 Ballantyne, Red Rooney.
 Ballantyne, Black Ivory.
 Ballantyne, Pirate City.
 Ballantyne, Red Man's Revenge.
 Ballantyne, Rover of Andes.
 Ballantyne, Middy of Moors.
 Flammarion's Urania, ill. ed.
 Verne's Wreck of the Chancellor, ill. ed.
 Reid's Wild Huntress.
 Holmes' Boston.
 Holmes' Autocrat Breakfast Table, Hliday ed., ill.
 by Pyle.
 Any book on Utah or Mormonism.

The Sherwood Co., 40 John St., New York

Centuries of Meditation.
 Back to Arcady.
 Crane, Footnotes to Life.
 Hapgood's Idea.
 Alex. Hamilton's Modern Business.
 Junner, H., Handbook of the Cornish Language.
 Kipling, Brushwood Boy.
 Martineau, Household Education.
 Phillips, Cost.
 Poetical Works of Thos. Traherne.
 Stechert, L. V., Handbuch der preparativen der
 Chemic, vol. 1-2.

S. D. Siler, 930 Canal St., New Orleans, La.

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Clarence W. Smith, 44 East Avenue, Rochester,
N. Y.

Amelia Barr, Lion's Whelp.
 Amelia Barr, Souls of Passage.

George D. Smith, 8 East 45th St., New York

Huth Catalogue, privately printed.

Smith Brothers, 470 Thirteenth St., Oakland, Cal.

Final War, Tracy.
 Pagan of the Alleghanies, Ryan.
 Concerning the Bi-Literal Cypher of Francis Bacon.
 Pros. and Cons, Mrs. Gallup.

P. Stammer, 61 Fourth Ave., New York

Schloman's Technical Dictionaries.
 Newton, Thoughts on the Apocalypse.
 Belot, Any novels by.
 McPherson, History of Reconstruction.
 Britannica, Handy, sheep, vols. 13 and 25.

Standard Book Co., 98 Park Place, New York

Coffin's Story of Liberty.
 Robt. Browning's Essays on Shelley, pub. about 1888.
 Beecher's Norwood.
 Murray's Adventures in the Wilderness.

E. Steiger & Co., 49 Murray St., New York [Cash]

Statesman's Yearbook for 1918.
 Brockhaus' Conversations, Lexikon, latest ed.

W. K. Stewart Company, Indianapolis, Indiana

Brinton, D. G., Anything of his.
 Britannica, 11th edition.
 Harriman & Hurst, Mystery Island.
 Whittaker, Anatomy Models.
 Whittaker, Human Head and Neck.

W. K. Stewart Co., Louisville, Ky.

Ephesian Studies, Moule.
 The Hymnal Revised, Note edition, with Responsive
 Reading, 50 copies or more.
 Primitive Culture, E. B. Taylor, 2 vols.
 What is History? by Lamprecht.
 Philosophy of History, Hegel.

Stix, Baer & Fuller D. G. Co., St. Louis, Mo.

Works of George Gissing.
 Howell's Letters, recently reprinted in two volumes.
 Works of Geo. Herbert, recently reprinted in three
 volumes.
 Handley Cross, R. S. Surtus.
 Jorrock's Jaunts and Jollities.
 Mr. Sponge's Sporting Tour.
 Crimes of Marquinde Brinvillier, Dumas.
 Crimes Ubain Grundier, Dumas.
 Crimes Ali Pacha, Dumas.

H. Stone, 137 Fourth Ave., New York

Spanish Series—Toledo, Granada, El Greco.
 Rockfeller's Reminiscences.
 Bierce, Monk and Hangman's Daughter.
 Butler, Solar Biology.
 Books on Celluloid.
 Will buy autograph letters or books signed by well-
 known Amer. and Eng. writers.
 First editions of early works, Joel Chandler Harris.

The Sunwise Turn, 2 East 31st St., New York

Systematic Handbook of Volumetric Analysis, by
 Sutton & Johnson.
 City of Dreadful Nonsense, Thompson.
 Writing, Illuminating and Lettering, Johnston.
 My Rubaiyat, Sadakichi Hartmann.
 Moran of the Lady Letty, Frank Norris.
 Pointed Roofs, Dorothy Richardson.
 Backwater, Dorothy Richardson.
 Dominic's Log, A. S. Neill.

Thoms & Eron, 50 John St., New York

Hugo, Barrie ed. Les Miserables, odd volumes, or
 complete sets.
 Encyc. Britannica, Cambridge ed., thick paper.
 Encyc. Britannica, Cambridge ed., India paper, all
 bindings.
 Encyc. Britannica, Handy vol. ed., India paper, all
 bindings.
 Dickens, David Copperfield, Houghton, Standard Li-
 brary ed., 2 vols. or vol. 1 separate.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Engineering Magazine for December, 1918.
 Baedeker's Guide United States.

Union College Library, Schenectady, N. Y.

New International Encyclopaedia, 1916 edition.
 Parents' Assistant, by Maria Edgworth, 1796, or later
 edition.
 Microtomists' Vade Mecum.

University of Arizona Library, Tucson, Arizona

Diez, Etymologisches Wörterbuch der romanischen
 Sprachen.
 Gröber, Gründniss der romanischen Philologie.

University of Illinois Library, Urbana, Illinois

Basil, the Great Saint, To Students on Greek Litera-
 ture, ed. by E. R. Maloney, N. Y., 1901.

University of Iowa Library, Iowa city, Iowa

Keats' Poetical Works, ed. by H. Buxton Forman, 4
 vols., 1889.

University of Minnesota Library, Minneapolis,
Minn.

Architectural League of N. Y., Year Book and Cata-
 logue, vols. 1, 2, 8 and 26.
 Schele, de Vere, Americanisms: the English of the
 New World, Scribner.
 Jarrett, Bede, Medieval Socialism, Dodge.

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John Wanamaker, New York

Twenty Centuries of Paris, Mabel S. C. Smith, 3 copies.
Village of Vagabond, Smith, 3 copies.
Alone, M. Harland.

John Wanamaker, Philadelphia

History of The Standard Oil Co., Ida Tarbell.
Impressionist Painting, Dewhurst.

E. Weyhe, 708 Lexington Ave., New York

Ongania, L'Art de l'Imprimerie.
Newton, Philosophiae Principia.
Stevenson, Bell Rock Lighthouse, 1824.
French, Connecticut Artists.
Munn, Three Types of Washington Portraits.
Mason, Gilbert Stuart.
Price, Old masters of the Blue Grass.
Centennial of Washington's Celebration.
Glen, Colonial Mansions.
Classics in Art: Titian, Duerer, Rembrandt.

M. J. Whaley, Inc., 749 Fifth Ave., New York [Cash]
Arsene Lupin.
Hollow, Needle.

R. H. White Company, Boston

Worcester's Unabridged Dictionary, sheep, good copy.
Farmer's Enc., vols. 3, 4, 7 only, Doubleday.
Several of the Back Scott, Home Lib. Burt.
Bethwihid, Home Lib. Burt.

Whitlock's Book Store, Inc., 219-221 Elm St., New Haven, Ct.

Rooney, Irish Genealogy.
Quote anything on Christian Science.

M. A. Whitty, 1400 Brook Road, Richmond, Va.

Woodberry's Life, 1909.
Whitty's Poe Poems, 1911-17.

J. I. Williams Book Co., 533 Main St., Worcester, Mass.

The Industrial Revolution, C. Beard, with Preface by Powell, Lon., 1902.
Tissot's Old Testament.
Tissot's Life of Christ.

Williams Bookstore Co., 323 Washington St., Boston

American Mushrooms, Edible and Poisonous, by J. Palmer, illus. Prank, 12 copies.
Roth, Memory Course, 100 copies.
Duties of a Junior Accountant.
Books on Magic.
Patriotic Merchandise in Quantities.
Electric Heating, Books on.
Hausbrand's Evaporating, Condensing and Cooling.
Drying by the Use of Air and Steam.
Books on Gas Turbines, Up-to-date.
Complete set of Harvard Law Reviews.
Vega Logarithms.
Industrial Management for 1918 and 1917.
Married Love.
Songs of Beletis.
I. C. S. Books.
I am in the market for Prints, Photographs, complete editions.
Unusual book on Mushrooms.
Alexander Hamilton Institute Course, 24 vols., the words and 12 vols.
We will buy and pay fair prices for all your surplus of Burts Home Library. List quantities and titles and price you will take for them.
Alexander Hamilton Institute Course, 24 vols.
Book of Knowledge.
Encyclopedia Britannica, Handy vol. ed., any binding, any number of sets.
Sets of O. Henry.
Accountant's Compend, Dawson.
Books on Paper Making.
Oils, Fats, Waxes and Lab. Manual, Lewkowistchy.
Chemistry of India Rubber, Webber.
Yachtman's Guides, complete or near complete set.
Set of Casanova.
100 Sets of Tissot's Old Testament.
Hides and Skins, Lockwood, pub. Shoe and Leather Report.

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Coleridge, Poetical Works.
Chapman, Works and Plays.
Merrill, S., Ancient Jerusalem.
Dante, Inferno, tr. by Longfellow, Ticknor & Fields, 1867.
Clarke, R. F., Logic.
Haydon, A. L., Riders of the Plains.
Noyes, A., Forty Singing Seamen.
White, The Mystery.

Wisconsin Historical Society, Madison, Wisconsin
New Republic, Title-page and Index for vol. 15, May 4, July 27, 1918.

C. Witter, 19 South Broadway, St. Louis, Mo.

Practical Treatise on Leather Industry, Villon.
Leather Industry Laboratory, H. R. Proctor.
Wood, Rustless Coating.
First Missouri Brigade, E. M. McDowell Anderson.

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The Publishers' Weekly

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This wonderful love story coming out of the great war is of tremendous significance, and of world importance. Couched in simple terms and manner of speech it discloses the attitude of the arch enemy of civilization towards hundreds of thousands of women and girls who are turned out of their peaceful homes in France and Belgium to become the slaves of ruthless soldiers and their graceless superiors. The story of Pere Gerome and his granddaughter, Yvonne, is truth stranger than fiction, destined to point the way toward the light. "Honorably wounded," is her war record—poor, helpless, little Yvonne, now triumphant in the enlightened judgment of mankind. Cloth. No illustrations.

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Will Help Sell More Books

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AGAINST THE WINDS by Kate Jordan

This story of Naomi Tway's struggle Against the Winds—of poverty—of an unsuitable marriage—of a love that finally comes to possess her recklessly—is by far the best work that this author has yet accomplished. It is a powerful, analytical novel, invested with the qualities of romance and dramatic suspense that cannot fail to appeal to a wide reading public. We predict that "Against the Winds" is likely to be regarded as one of the strongest novels of the season.

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Published by THE PENN PUBLISHING COMPANY. Price \$1.50.

What you like in the service of other stores, customers like in yours.

FROM SUNUP TO SUNDOWN by Corra Harris and Faith Harris Leech

Women as well as men who are looking for a light story that is clean will enjoy this book. It is as unusual as it is interesting. The author, or rather the co-authors (for Faith Harris Leech is the daughter of Corra Harris), have developed through letters exchanged, the perennial argument between old ways and new; the mother insisting that the good old methods of farming were best while the daughter and her husband place their confidence in college taught principles of science. In the end, the mother's misgivings and those of the neighbors are overcome by the complete success of the daughter's experiment. The viewpoint is interesting because it shows the traditions and older ways, typical of old and young the world over. The letters are full of passages which make one chuckle.

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WILD YOUTH AND ANOTHER by Sir Gilbert Parker

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This is a story of the West, but by no means "another Western story." The heroine is a strong, courageous girl, the daughter of Jezebel of the Sand Coulee roadhouse, looked after, until his murder, by a shepherd. She becomes "the sheep queen" by sheer grit and long, hard work. Kate is splendidly drawn—she's a real woman; the life of the sheep range is depicted vividly; lesser characters arouse the reader's active liking or detestation. Not since "The Virginian" have we had a story of the West in which there were so many laughs and thrills.

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A DAUGHTER OF TWO WORLDS by Leroy Scott

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MAID AND WIFE—A Novel by Carolyn Beecher

This rapid plot, beginning in a western city, soon transplants itself in New York City. It has the swing of the great Metropolis. Born to wealth, the heroine, through adverse circumstances, seeks livelihood and seclusion away from the friendships of better days. Her experiences lift the lid for those who wonder about the pitfalls of the largest city in the world. The author digs deep into the heart of things, introduces many interesting characters, and leaves the reader satisfied. "Maid and Wife" is sure of the reader. Cloth, 12mo, 4 illustrations.

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The Kind So Many Ask For

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This gay and delightfully humorous novel has had an extraordinary London success, where the identity of the author is arousing the keenest speculation. London is asking: "Who wrote it?" Perhaps it is the general boniness of the boarders, perhaps it was the roast-pork-and-apple-sauce-dinner which made Patricia say that she had a fiancé whose name was Major Brown and that she was going to dine with him the next night. She hadn't and she wasn't, but she did. And how she did it is the story.

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Published by SMALL, MAYNARD & COMPANY. Price \$1.35.

Is your eye the first that catches sight of customers entering?

CIVILIZATION by Dr. Georges Duhamel

This is the book that won the famous Concourt Prize which is awarded every New Year's to the best book of French fiction of the previous year. Though issued only a few weeks ago, "Civilization" has already received the most extraordinary reviews in the New York "Times," New York "Sun," New York "Tribune," Chicago "Daily News," "Nation" and a number of others. It is an undoubted masterpiece which will be much talked about in America, as it is in France. The book is made up chiefly of short stories and sketches about wounded French soldiers, and the plain French private stands revealed as a living figure. "It is a fine, a noble book," says the New York "Times." "Pathos, tenderness, irony, vivid description and stinging satire are all in this book."

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The committee workers will have more time to read.

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Never put off till tomorrow a sale you can make today.

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In this new and timely book Mr. Leacock solves the Kaiser problem in his own inimitable way. The proper punishment for the Hohenzollerns and the Hapsburgs, he says, is that they should be made to work. He depicts the whole lot of them—including Uncle William, Cousin Ferdinand, Willie, Lizzie, and all the rest—coming to America as humble immigrants unknown to the world. Then they work out their destiny. This book is not only written in Mr. Leacock's characteristic vein of humor, but presents also a searching satire on the vanity of autocratic monarchy.

Published by JOHN LANE COMPANY. Price \$1.25.

Plan to use your day with every hour counting.

A LITTLE GRAY HOME IN FRANCE by Helen Davenport Gibbons

This is not a book about battles; it is a book that touches the heart. It tells how an American woman, with four children herself, mothered every American soldier who came to her little chateau near Base One of the American Army in France. As her boys, as she called them, sat about the fire smoking and drinking chocolate or tea or coffee they revealed themselves under the warmth of the good old atmosphere of home; and when Mrs. Gibbons would go back to get more chocolate or a pair of woolen socks, she would jot down their opinions and remarks on all manner of things. And the book shows what the American doughboy really is—what he thinks of France, what France thinks of him, and so on. As most of the reviews indicate, it should appeal to everyone, especially mothers, who had a dear one in the A. E. F.

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Looking incurs no obligation to buy but an inclination to buy.

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H. L. Mencken, acknowledgedly one of our most important critics, says of "Twelve Men": "If Dreiser has done anything better, I haven't seen it." This new Dreiser book will undoubtedly attract more widespread comment and interest than anything he has done in the last ten years. Everyone will guess who these twelve men were and are. It is a book full of drama, color, pathos, humor,—a seething panorama of American life.

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It is more fun to sell books than anything else you know.

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Standing still is only death in another form. Push ahead.

Good Books for Any Reader

THE RED COW by Peter McArthur

These consummately entertaining and refreshing sketches of country life, or rather of farm pets, awakens in one a longing for country and country ways. On the subject of cows Mr. McArthur is delightfully prolific, running the gamut of their troubles and enjoyments, to traits of character, their habit of insomnia and "cow cussedness," until one is led to believe that cows which at one time one had scorned as namby-pamby, are, after all, really people. In a group of little essays on sheep he describes the family's first acquisition of this gentle animal, how it got its leg broken and how it behaved as a patient. Horses, turkeys, dogs, cats and birds all come in for their share of enlivening anecdote, until the reader feels a desire to gather them all on a farm of his own. The book contains decorative black-and-white illustrations by Lieut. Fergus Kyle.

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Discretion is one requisite of a good salesman.

TODAY'S SHORT STORIES ANALYZED by Robert Wilson Neal, A.M.

This volume contains twenty-two short stories reprinted from contemporary magazines, selected because each contains something that may be helpful and suggestive to the student of short story technique. One by one the author analyzes the stories, and examines them paragraph by paragraph—their purpose, substance, effect, basic theory, applications of technique, artistic elements, and individual turns of skill. This book with its companion volume "Short Stories in the Making," by the same author, forms an excellent guide to successful short story writing. 640 pages.

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Books make the ideal wedding gifts.

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RUSTY MILLER by Joslyn Gray

Really good girl's books free from watery sentimentality are at a premium—and here IS a really good one, by the author of the popular "Kathleen's Probation" and "Elsie Marley, Honey." The name Rusty came from the color of her hair and she had all the pride and quick temper that proverbially go with red hair. How Rusty makes a friend of the little orphan Reuben and how they help each other surmount their difficulties until they graduate from the local school at the head of the class makes an unusually spirited and inspiring story—though free throughout from any semblance of "preachiness."

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And then suggest getting a book for the boy.

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